UNC-CH HEALTH SCIENCES LIBRARY
H00353663Q

The Library
of the
University of North Carolina



Endowed by The Dialectic
and
Philanthropic Societies

615.05
C29
v. 22
1941

Phar. lib.

This book must not be taken from the Library building.

JUL 26 1972



Digitized by the Internet Archive
in 2010 with funding from
North Carolina History of Health Digital Collection, an LSTA-funded NC ECHO digitization grant project

http://www.archive.org/details/carolinaj221941nort

Vol. XXII No. 1

THE CAROLINA Journal of Pharmacy

Published Monthly by the North Carolina Pharmaceutical Association at Chapel Hill, N. C.

January, 1941



The identity of the person whose photograph is reproduced above is known to hundreds of North Carolina pharmacists. Born at Selma, N. C., educated at Wake Forest College and the Philadelphia College of Pharmacy, licensed as a pharmacist in this state in 1892, Dean of the University of North Carolina School of Pharmacy from 1897 to 1931, the late Edward Vernon Howell dedicated his life to the service of his fellow-pharmacists.

This hitherto unpublished photograph was made by Kelly Bennett of Bryson City while he and Dean Howell were trout fishing in the Smoky Mountains of Western North Carolina. Dean Howell was not aware his picture was being made so Mr. Bennett is probably the original "candid camera" photographer.



WE PAY HIM . . . BUT HE WORKS FOR YOU



● The Lilly man in your territory is a regular caller on your physicians. That is a privilege he enjoys through the Lilly reputation for scientific achievement, through a record of fair dealing extending back through the years, and through his own ability to bring to the doctor helpful information. It was your Lilly man who, back in 1923, first introduced Iletin (Insulin, Lilly) to the medical profession. Since that eventful day Iletin (Insulin, Lilly) and its modifications have grown to be among the most profitable of drug-store items. The sale is steady, the margin fair. Iletin (Insulin, Lilly) in common with all other Lilly Products is sold through the drug trade exclusively. That is the Lilly Policy.



Another veteran of the Lilly sales organization is A. L. Steen, who last April 5 completed twenty years as a field representative. The entire period has been spent in and around Madison, Wisconsin, where Mr. Steen still resides.

ELI LILLY AND COMPANY • Indianapolis, Indiana, U. S. A.

The Carolina Journal of Pharmacy

PUBLISHED MONTHLY BY THE

NORTH CAROLINA PHARMACEUTICAL ASSOCIATION

AT CHAPEL HILL, N. C.

W. J. SMITH, MANAGING EDITOR

Entered as second-class matter July 5, 1922, at the post office at Chapel Hill, North Carolina under the Act of March 3, 1879

Annual Subscription, $1.00 — Single Numbers, 15 Cents

Vol. XXII — JANUARY, 1941 — No. 1

Officers of the North Carolina Pharmaceutical Association for 1940-41

President, also Chairman of Executive Committee.....Joe Hollingsworth, Mt. Airy
Secretary-Treasurer.....W. J. Smith, Chapel Hill
Secretary-Treasurer N. C. Board of Pharmacy.....F. W. Hancock, Oxford
Chairman of the Legislative Committee.....Paul H. Thompson, Fairmont
General Counsel, also Executive Secretary Fair Trade Committee.....F. O. Bowman, Chapel Hill

A Continuing Program of Education for Pharmacists, Drug Store Managers and Retail Drug Clerks

Sponsored by the North Carolina Pharmaceutical Association in Cooperation with the North Carolina State Department of Education

Would you like to know more about incompatibilities of the newer remedies or the new psychology as applied to selling? Have you informed yourself about modern drug store merchandising methods and kept up with recent developments in vitamin therapy? Why is the semi-open prescription case being more widely adopted and what are some of the ways of increasing the average sale? If you are interested in such questions as these, you will be interested in the vocational training program now being planned for *you.*

On November 30, 1940, President Joseph Hollingsworth of the N. C. P. A. appointed Professor I. W. Rose as Chairman of the State Advisory Committee on Distributive Education for the Drug Industry of North Carolina and thus set the wheels in motion for the Association to participate in one of the most practical and needed educational programs ever offered in this State. Chairman Rose, Acting-Dean of the State University School of Pharmacy, will be assisted in promoting this program by the following pharmacists: Ralph Rogers of Durham, Paul Bissette of Wilson, Phil Gattis of Raleigh and Roger McDuffie of Greensboro. T. Carl Brown, State Supervisor of Distributive Education in North Carolina, will act as a coordinator in setting up the training program.

Prior to the appointment of the Committee on Distributive Education by President Hollingsworth, the program had received unanimous approval by the North Carolina Board of Pharmacy and the N. C. P. A. Executive Committee.

The State Advisory Committee, with assistance from the State Supervisor of Distributive Education, tentatively plans to employ an itinerant instructor who will conduct a training program at various points throughout North Carolina for two groups: (1) Pharmacists and managers of drug stores and (2) Employed sales people. Funds for this instructional program will be provided by the State of North Carolina and the Federal government under the George-Deen Act, passed by Congress in 1936, effective in 1937.

Druggists in the State will be expected to:

(1) Cooperate in setting up local programs in accordance with the instructor's itinerary.

(2) Attend classes as regularly as possible.

(3) Assist in selecting topics to be discussed in the series of ten to twenty lessons periods.

(4) Take an active part in class discussions.

(5) Each person enrolling in the course will pay a small registration fee, not over $1.00 for the series of programs. This will be used in matching State and Federal funds to pay the instructor's salary.

Arrangements are being made to reach *all* drug stores in the State by planning a series of itineraries which the instructor will follow from year to year. Druggists from isolated places will have to travel a few miles but in no case will this distance be so

great as to work a hardship on him or his clerk. A maximum of 20 will be enrolled in each group to stimulate class discussions. If more than 20 wish to enroll in a particular town, additional groups will be formed. Classes will be held at night unless the local group prefers some other time. During the day the instructor will visit drug stores located in the immediate vicinity and cooperate with the owners and their sales force in promoting the profession of pharmacy.

The need for training in the field of distributive occupations is surprisingly great. In the fields of industry, production costs have been steadily declining because of more efficient methods and practices. But in the field of distribution the cost of doing business has increased 50% during the past 30 years. *The Twentieth Century Fund*, after extensive research, states that 59c of the consumer dollar goes to pay the costs of distribution. This does not mean that retailers are getting rich. On the contrary there is a 100% turnover in retail business every ten years, because the business is not profitable or has failed. The problem of increasing the efficiency of selling and merchandising personnel is a most important one, particularly under modern conditions of shorter hours and higher wages, demands for increased and better service by the consumer, and increased taxes.

A customer comes into your drug store and says, "Oh, I am getting the worst cold, and I ache all over, and I feel terrible. What can you give me to break it up?" If he insisted on treating himself, would you suggest some certain remedy, or place several before him and let him make the selection himself? Why do some of the chain drug stores make it a rule to place the soda fountain against the outside wall and what are some of the departments of the drug store that may be grouped together to advantage? What would your answer be? Which of the commonly used biological products sold in the drug store are used for active, and which for passive immunization? What are we to do about the thousands of new remedies? These and similar questions will be discussed by the instructor with the class once the program is actively under way in your section of the State.

The success of this program in North Carolina will be determined largely by the interest which you and your fellow pharmacist manifest in the work. The combined efforts and cooperation of North Carolina pharmacists will make a success of this program —are you willing to do your share? Write me as soon as possible giving me your personal reaction to this educational program designed to give you a wider outlook and a better understanding of many new developments in the field of pharmacy.—W. J. Smith.

The T. M. A.—A Worthy Organization

At the request of the N. C. P. A. Executive Committee the officers of the T. M. A., composed of C. H. Smith, President; N. B. Moury, Vice-President; J. F Goodrich, Secretary-Treasurer, and Mrs. Louise Jones, Assistant Secretary-Treasurer, mailed an attractive folder listing the members of this organization, now numbering nearly 200, to every drug store in North Carolina.

The T. M. A. is a valuable part of the N. C. P. A. Each year they contribute their time and their money to make the annual meeting of the Association a more successful one. This past spring they staged a splendid banquet in Charlotte and handled one of the largest groups ever to assemble at a state pharmaceutical association meeting.

If you enjoy the banquets which the T. M. A. stage each year and appreciate the part they have played in the growth of the Association, refer to your folder and give the T. M. A. members a break when you need merchandise. If your salesman's name doesn't appear in the list, suggest he affiliate with the organization at once. Any of the above-mentioned officers will be glad to take his application.

Notice

The names of the first 100 members to send in their 1941 dues to the Pharmaceutical Association will be published in the February issue of the Carolina Journal of Pharmacy. A new certificate of membership has been adopted by the Executive Committee to be issued annually and will be mailed you immediately upon receipt of your dues payment.

The pharmaceutical emblem on the new certificate was designed by Philip Suttlemyre, son of P. J. Suttlemyre, Hickory. After your certificate arrives display it in a prominent place; let your customers know you are proud to be a part of organized pharmacy.



I. T. REAMER
of Durham

Reamer Elected Local Secretary

The Executive Committee of the Association and the Directors of the Durham Drug Club announce the election of I. T. Reamer as Local Secretary for the 1941 annual meeting of the North Carolina Pharmaceutical Association in Durham. Convention headquarters and the exact dates of the meeting will be announced in a later issue of the CAROLINA JOURNAL OF PHARMACY.

Mr. Reamer is Chief Pharmacist at Duke Hospital and is well known to the members of the N. C. P. A., having served as Chairman of the Committee on Practical Pharmacy and Dispensing for a number of years. He is splendidly qualified for the task which has been assigned him. If his work as President of the Durham Drug Club can be taken as a criterion, the success of the next annual meeting of the Association can be assured.

Mathematical Wizards

W. H. Thornton of Newton, S. M. Purcell of Salisbury, H. D. Cradford of Swannanoa, R. J. Darden of Clinton, M. V. Williams and H. M. Cooke, Jr. of Winston-Salem rang the bell this month by solving the December problem.

Since the JOURNAL has been requested to publish the solution to the problem in each succeeding issue, the problem which we carried in the last issue is printed below with its solution: Problem: The syrupy extract of nux vomica is found to contain 4.5% of strychnine and 20% moisture. How much milk sugar must be added to 600 Gms. of the extract in order to yield a product which after drying will contain 5% of strychnine?

Solution: If the moisture amounts to 20%, the yield of dry extract is 80% of 600 Gms.

100% : 80% :: 600 Gm. : (x) 480 Gm.

The strength of the dry extract is greater than 4.5%, Hence—

480 : 600 Gm. :: 4.5 : (x) 5.625

If the strength of this dry extract is to be lowered from 5.625 per cent to 5 per cent, the extract must be diluted to—

5% : 5.625% :: 480 Gm. : (x) 540 Gm.

To dilute the extract from 480 Gm. to 540 Gm., 60 Gm. of milk sugar must be added.

1941—A Legislative Year

Shortly after you receive this issue of the JOURNAL the N. C. P. A. Legislative Committee will meet to consider legislation having a bearing on pharmacy in this State. The proposed prophylactic bill will be discussed at this meeting as well as a number of other bills which have already been brought to the attention of various members of the Committee.

If you have legislation which you believe desirable to introduce in the next General Assembly, write the Chairman of the Committee, Paul Thompson of Fairmont, so that he may bring it to the attention of the group. In addition to Chairman Thompson, the following persons have been appointed by President Hollingsworth to serve on the Legislative Committee this year: J. G. Beard, Chapel Hill; R. A. McDuffie, Greensboro; M. B. Melvin, Raleigh; Ralph P. Rogers, Durham; Paul Bissette, Wilson and C. C. Fordham, Jr., Greensboro.

Executive Committee Honors Miss Alice Noble

In recognition of her nineteen years of loyal and efficient work for the Association, the N. C. P. A. Executive Committee gave a testimonial dinner in honor of Miss Alice Noble at the Carolina Inn, Chapel Hill, on the night of December 2. The guests of honor included Miss Noble's father, Dr. M. C. S. Noble, 85-year-old professor emeritus; President Frank P. Graham, and the honoree's closest Chapel Hill friends.

C. C. Fordham, Jr., a life-long friend of Miss Noble, presided as toastmaster and President Hollingsworth, speaking for the members of the Association, presented her a handsome set of three pieces of luggage purchased with contributions sent to the Committee by druggists from all over the State. High tributes were paid Miss Noble who was presented as "Knowing more druggists than any other woman in North Carolina."

The toastmaster called on President Graham, who is not only a life-long friend of the Noble family, but whose father, Doctor Alexander Graham, was a contemporary and close friend of Dr. Noble. Paying tribute to the guest of honor, President Graham sketched the growth of the School of Pharmacy under the late Dean Vernon Howell and Dean Beard, and told how Miss Noble had worked indefatigably and shared in its growth.

Acting-Dean I. W. Rose read the following letter from Dean Beard who is away on a leave of absence:

The Banquet Group,
Chapel Hill, N. C.

Dear Friends:

I am happy over the fact that the Executive Committee has made itself the agency through which the druggists of the State may express their appreciation to Miss Alice Noble for her many years of useful service to organized pharmacy in North Carolina, and I am using this occasion to send her a "banquet greeting" as well as assurance of my personal and official gratitude.

Perhaps no one else is in a position quite so well as I to evaluate the quality of Miss Noble's efforts because she and I were sort of partners in the work of the Association and hence I could and did watch her energies flowing freely, conscientiously, happily, and effectively into her phase of the job. There were times, busy times, when I feared that her health would break under the strain and I frequently asked her to go home for needed rest, but if the work needed her she consistently refused to quit until her share in the enterprise was completed. I would like to be there tonight to witness and to participate in the outflowing of appreciation for her loyal services over almost two decades, but I will at least journey there in spirit and say "Thank you sincerely, Alice, for a hard task worthily performed."

To the others who are assembled for the occasion I send cordial greetings and the hope that the Christmas season will be a merry one and that the New Year will bring all of you good cheer, good health, and happy days.

Sincerely,
(Signed) GROVER BEARD.

Miss Noble, in her response expressed appreciation of the privilege of working with Dean Beard and the pharmacists of the State, and paid especial tribute to the State Association. The following toast to the Association concluded her talk:

Your years have been many; your achievements of the best,
In service to pharmacy you have met many a stern test
Here's wishing you now prosperity without end
I give you the Association—a tried and true friend.

The entire expense of the banquet was borne by members of the Executive Committee which is composed of Joe Hollingsworth, Mount Airy; C. C. Fordham, Jr., Greensboro; Ralph Rogers, Durham; Paul Bissette, Wilson; Phil D. Gattis, Raleigh; P. J. Suttlemyre, Hickory; and W. J. Smith, Chapel Hill.

"In decorations and gastronomically it was the most perfect dinner I ever attended at the Inn," one of the guests told a reporter of The Chapel Hill Weekly who inquired about the affair next day.



TESTIMONIAL DINNER GIVEN IN HONOR OF MISS ALICE NOBLE

Seated at the head of the table from left to right are N. C. P. A. President Joe Hollingsworth, Miss Alice Noble, Toastmaster C. C. Fordham, Jr., Mrs. Fordham and President Frank Graham of the State University. Due to the unusual large size table a number of attending guests do not appear in the above picture.

I Thank You With All My Heart

I wish very sincerely that I knew how to thank each of you for all of your kindnesses to me during the long time that I have been a part of North Carolina Pharmacy. For more than nineteen years you have done so many thoughtful things for me and have extended to me so many courtesies that I will never be able to thank you sufficiently or to show you how grateful I am that I have such friends.

May I also express my appreciation to the Executive Committee for the wonderful banquet they gave me recently as well as to say how deeply moved I was over the complimentary remarks that were made about me. I also want to express my gratitude to every one of the pharmacists who contributed to the beautiful gift that was presented to me at the banquet. Your generosity and thoughtfulness simply overwhelmed me and I thank you from the bottom of my heart. I know the banquet was the very loveliest party that has ever been given in Chapel Hill and no one has ever possessed a more useful or a handsomer gift than my beautiful "Tufraw" luggage. The evening was really Thanksgiving and Christmas all rolled into one. I shall never forget it. It was the very happiest and nicest day of my life. I do wish I knew how to express my appreciation. I wish I knew who contributed to the present so that I might thank each one personally. I shall treasure my wonderful present always and I shall never cease to be grateful that I have such kind and sincere friends.

I cannot let this opportunity go by without wishing for you—one and all—the happiest New Year imaginable—a year full of the blessings that make life worth while. I hope that I may see each of you often during the year. Please be sure to come down home whenever your paths lead in this direction. I think of you often and may I say just once again—here's to each and every one of you!—*Alice Noble.*

Greensboro Drug Club Declares War —Attacks Turkey on Night of December 6

Seventy members and guests of the Greensboro Drug Club met in that city on the night of December 6 to participate in a well-organized program and to enjoy a delicious home-cooked turkey supper. Ralph J. Sykes, President of the Club, presided over the meeting with the capable assistance of Roger McDuffie and Carolyn Cox, Secretary-Treasurer of the local drug organization.

President Joe Hollingsworth of the State Association spoke to the assembled group about the Merchandising Clinic recently held in Asheville and announced that plans were already being made for the next annual meeting of the N. C. P. A. in Durham. The new educational training program for pharmacists and drug clerks sponsored by the Association with the cooperation with the State Department of Education was explained by W. J. Smith.

Mrs. R. J. Sykes and Mrs. S. L. Jones were presented with handsome gifts from Southern Dairies for having been married longer than anyone else present—32 years. The youngest bride, Mrs. J. W. Finch, received a gift from Clover Brand Dairies. Of the ladies present Mrs. Wesley Coble had the youngest baby, 3 years old, and was awarded a valuable prize.

Following this feature of the program Roger McDuffie announced he had several valuable prizes to be presented the winner of the next contest: Make a one minute speech, recite a poem or sing a song. R. J. Sykes, Roger McDuffie, J. T. Usher, R. W. Coble and A. G. Poindexter tested their voices—both major and minor—on the audience while S. L. Jones, I. O. Wilkinson, Carolyn Cox and L. D. Russell tested their oratorical abilities. Sam McFalls and W. J. Smith recited poems. The Committee on Prizes announced Sam McFalls had won first prize with his poem and was awarded a bottle of 500 Seconal (the bottle was later discovered to be filled with empty pink capsules with mercury added for weight—Roger McDuffie is supposed to be the perpetrator of this hoax). The remaining four prizes (genuine) contributed by Arlington and Winthrop Chemical Companies were presented to A. G. Poindexter, J. T. Usher, S. L. Jones and L. D. Russell.

Mrs. Frank Hayes and Mrs. A. G. Poindexter tied for first place on the quiz program conducted by Jimmy Cates by correctly answering 18 out of a possible 20 questions dealing with Christmas. They were awarded prizes with the compliments of Hollingsworth Candy Company and Buffalo Dairies. Typical question: What parasite (mistletoe) is generally found in the home at Christmas? Typical answer: Bill collectors.

At the conclusion of the meeting a prize drawing was held with the following winners: M. G. Morris, S. W. Frontis. P. A. Hayes, A. G. Poindexter, M. D. Moury, Boyd Dick, Herbert Cole, H. L. Walker, S. L. Jones, Mr. Sirmons and Mrs. Ed. Sehorn. The following individuals and firms donated merchandise for distribution during the meeting: The Coca Cola Company, Justice Drug Company, The Harrell Company, George Jennings (Wrigley gum), Harvey Essex (Beechnut gum), Mr. Ferrell (Liggett & Myers cigarettes), Walter Joyce (Cliff Weil cigars), Leon Edwards (Bennett-Llewellyn cigars), Arlington Chemical Company (Arl-Caps and Peptonoids), Southern Dairies, Winthrop Chemical Company, Clover Brand Dairies, Buffalo Dairies and Hollingsworth Candy Company.

Bissette Elected President

Paul B. Bissette, prominent druggist of Wilson and member of the N. C. P. A. Executive Committee, was elected President of the Wilson Chamber of Commerce to succeed John N. Hackney at a recent meeting of the board of directors. In addition to this honor Mr. Bissette has been appointed to the State Advisory Committee on Distributive Education for the Drug Industry of North Carolina by President Hollingsworth.

Congratulations, Paul, for a successful year of work.—W. J. S.

Report of the Women's Auxiliary of the Charlotte Pharmaceutical Association

Mrs. Philip Van Every
Corresponding Secretary

Our first night meeting: Rain fell steadily, and the night was cold and messy, but we had a nice crowd and a grand time.

Our president wore that red hat again an enjoyed herself thoroughly. She suggested our extending invitations to druggist and traveling men's wives in nearby towns to join our association. And now a committee is busy at work doing that very thing, and we're so thrilled over it—more the merrier. We want them to join us, and are eagerly looking forward to the results.

Always up to something, we've plans for a Christmas get-to-gether with our husbands. *I can't wait!*

Mrs. Myrth Kraus, who joined us this time, is the wife of the pharmacist, at the New Charlotte Memorial Hospital.

The roll was called and we noticed Mrs. J. M. Still looking perky and smart in red, green, and brown. Her husband is a salesman for Winthrop Chemical Company, and they're a grand pair.

Mrs. R. S. Everett looked smart in black and had a "sassy" red hankie tucked in her pocket.

On our left was a regular bevy of lovely girls seated together. Mrs. C. W. Hagood, Mrs. L. S. Bonney, Mrs. E. D. Butler, Mrs. J. W. Bennick, and Mrs. Leslie Barnhardt, would have done credit to Vogue.

All around the room, each looked wonderful.

We did not see Mrs. C. H. Smith. This was the very first time she's ever missed.

"Also miss-you's" to some of our standbys, Mrs. Verner Stanley, Mrs. H. C. Greene, Mrs. J. K. Civil, Mrs. P. W. Delaney, Mrs. E. F. Rimmer and others.

When Mrs. D. Clyde Lisk's name was called, someone answered, "Her husband's off tonight, so she stayed home." And, there you have the way we wives feel towards our druggist and traveling-men husbands.

A Free Offer

January is inventory time. Every druggist should take an inventory. That is why this message is one of more than ordinary importance. Merchandise on your shelves is the equivalent of cash. Without an inventory you have no record of invested capital; therefore, it is impossible to determine the return per dollar, the most important thing in the drug business. Inventory reveals dead and moribund stock—idle dollars. It brings to light merchandise likely to be overlooked. It is a check on insurable values. It establishes the basis of claims in case of a fire. It takes the guesswork out of tax reports and provides the basis for a loan. It is a key to gross margin. You may be operating at a profit, but that profit may be represented by accumulations of unsold merchandise. You may be buying at a faster rate than you are selling or you may be selling at a faster rate than you are buying. An inventory offers the basis for finding out. A profit and loss statement well interpreted is all revealing but comparatively few druggists are in a position to read the story that it tells. That is why it should be of interest to every retail druggist to follow up the offer of Eli Lilly and Company to interpret profit and loss statements of druggists without cost or obligation of any kind and in strict confidence.

How to Proceed

First write Eli Lilly and Company, Box 618, Indianapolis, and ask for printed forms on which to submit your figures. Fill in the information required. Mail to Eli Lilly and Company. In due course you will receive information about your own business and the successful operation of a drug store that would require years of time and effort to learn otherwise—that is, what thousands of others are doing and the results they obtain. Helpful information is brought to you without any cost and you need not even sign your own name providing a mailing address is supplied. Why not take advantage of this liberal offer as soon as your inventory is completed?



H. C. McALLISTER
of Chapel Hill

Reference Books—An Essential Part of Drug Store Equipment

H. C. McAllister

It is relatively unimportant, in fact, undesirable to store a host of scientific facts in our minds. However, it is important that the pharmacist know where and how to quickly locate information once the necessity arises. This was the advice given to a group of his students by the late Doctor Francis P. Venable. No truer statement could be made concerning the everyday practice of Pharmacy. With the great variety of subjects which the pharmacist is called upon to furnish accurate information, it is essential he have on hand an adequate number of pharmaceutical reference books.

I spilled ink on a white linen skirt. What shall I do? What is the antidote for shoe polish? I have a patient who just drank a bottle of Tincture of Iodine. Will starch counteract its action? What shall I dip pine cones in to make them burn with a red flame? How much does it cost to send a package to the Canal Zone? Such questions are asked pharmacists every day. Are you able to answer them satisfactorily? You should be as it is a service that is expected of the pharmacist and, incidentally, one which pays dividends if handled properly.

In case you are one of those conscientious persons who is not satisfied with the job he is doing along this line and would like to improve it, there is listed below some very valuable aids which will help you in this work. In making up this list it is taken for granted that each pharmacy has the latest revision of the National Formulary and the Pharmacopoeia of the United States. The accompanying list is not an exhaustive one but is representative of the most important subjects.

THE PHARMACEUTICAL RECEIPE BOOK II. This book contains formulae and methods of preparation for products of nine classes: Pharmaceutical, hospital, dental, laboratory reagents, veterinary, photographic, cosmetic, flavoring extracts, technical and miscellaneous formulae. Price $5.00. Published by the American Pharmaceutical Association, 2215 Constitution Ave., Washington, D. C.

MODERN DRUG ENCYCLOPEDIA AND THERAPEUTIC GUIDE, 2nd EDITION. This book contains formulae, descriptions, indications, doses, how packaged, by whom manufactured and other salient information concerning new and modern preparations. It is supplemented free every three months. Published by the American Journal of Surgery, Inc., 49 W. 45th St., N. Y. City.

EPITOME OF THE NATIONAL FORMULARY AND THE U. S. P. A description of the action, doses and modes of administration of drugs and preparations contained in the N. F. and the U. S. P. It is especially prepared for use by physicians. Published by The American Medical Association, 535 N. Dearborn Street, Chicago, Ill. Price 60c.

NEW AND NON-OFFICIAL REMEDIES. A description of contents, action, uses and doses of non-official proprietary preparations that are accepted by the Council on Pharmacy and Chemistry. Published annually by the American Medical Association, 535 N. Dearborn St., Chicago, Ill. Price $1.00.

GENERAL CHEMISTRY FOR COLLEGES, 2nd EDITION, By H. T. Briscoe. Published by Houghton-Mifflin Company, Inc., New York, N. Y. Price $3.75.

ORGANIC CHEMISTRY by Frank Whitmore. Published by D. Van Nostrand Co., Inc., New York, N. Y. Price $7.50.

MATERIA MEDICA, PHARMACOLOGY AND THERAPEUTICS by W. A. Bastedo. 4th Edition. A textbook on the action, use and dose of drugs. Published by W. A. Saunders Co. of Philadelphia, Pa. Price $6.50.

A TEXTBOOK ON PHARMACOGNOSY, by F. W. Youngken, 4th Edition. This book treats of the history, commerce, collection, selection, identification, valuation and preservation of crude drugs and other raw materials of vegetable and animal origin. Published by B. Blakeston & Son, Philadelphia, Pa. Price $7.00.

REMINGTON'S PRACTICE OF PHARMACY, 8th Edition. A commentary on the U. S. P. and N. F. as well as a textbook on Pharmacy. Published by J. B. Lippincott Co., Philadelphia, Pa. Price $10.00.

THE ART OF COMPOUNDING by W. L. Scoville and J. L. Powers. A textbook on dispensing pharmacy containing discussions of dispensing methods, incompatibilities and methods of overcoming them. Published by B. Blakeston & Son, Philadelphia, Pa. Price $4.75.

BACTERIOLOGY AND SANITARY SCIENCE FOR STUDENTS IN PHARMACY by L. Gershenfeld. A textbook on the above subjects. Published by Lea and Febiger, Philadelphia, Pa. Price $4.50.

(Continued on Page 14)

Reproduced below is a letter forwarded to the JOURNAL by The Davis Pharmacy of Williamston at the request of the Creomulsion Company of Atlanta, Georgia. The letter is in reply to one written to the Company by D. R. Davis of Williamston and published in the December issue of this publication.—Ed.

November 25, 1940.

Davis Pharmacy,
Williamston, N. C.

Gentlemen:

We have your letter of November 22 with reference to the blotters mailed by us recently to physicians and are glad to assure you that we do not actively solicit physicians and we make no special effort at all to get physicians to dispense Creomulsion. We do have a mail campaign with physicians every fall and out of this we have noticed favorable reaction on the part of physicians resulting in an increasing number of prescriptions written by them for patients to be filled by retail druggists. In the course of this campaign we have sold two or three orders each year to physicians either direct or through wholesale druggists but we are confident from all that we have seen of the campaign that there is a great deal more good resulting for retail druggists from the campaign than the inconsequential harm that may be done in the two or three instances where physicians have purchased it for dispensing direct to their patients.

This gallon package of Creomulsion is not sold to wholesalers for them to retail to the trade but is handled only as a drop shipment item by us. Accordingly we know where every gallon has gone that has been sold. No gallon has up to this time in the many years we have conducted this campaign been sold to a dispensing physician in the State of North Carolina. We do not know whether you have had any prescriptions from physicians as a result of this campaign or not but many retail druggists in North Carolina have sold large quantities of Creomulsion as a result of prescriptions that have come from this doctor campaign. In addition to this we advertise in every daily newspaper in your state and most of the better weeklies in your state as well. We are definitely working for a better and more profitable movement of Creomulsion through retail druggists and we feel sure that you will appreciate this information we have given you and our assurance that we are not working against you but that we are working to the best of our ability at all times for your best interest.

In view of the fact that you sent a copy of your letter to the CAROLINA JOURNAL OF PHARMACY we should appreciate your sending the extra copy of this letter which we enclose to them.

Cordially yours,
CREOMULSION COMPANY,
W. K. Rivers,
Secretary.

Thomas A. Brennan Elected Vice-President

The Norwich Pharmacal Company announces the election of Mr. Thomas A. Brennan to a Vice-Presideney in the Company.

Mr. Brennan started his career with Norwich in 1915 as a salesman in Kansas City, Mo. He became Manager of the Kansas City Division in 1924 and Manager of the Chicago Division in 1938.

He is now Manager of the West Central Division with territory under his supervision extending from Michigan to New Mexico, with headquarters in Chicago.

Also announced is the advancement of Mr. Herbert R. Anderson, who became Assistant Manager of the West Central Division and the advancement of Mr. R. Roy Wolfe, who will be the Assistant Manager of the Northern Division.

A. Ph. A. Officers-Elect for 1941-1942

The Board of Canvassers of the American Pharmaceutical Association, composed of R. C. Wilson, Chairman, University of Georgia, Athens, Georgia, L. C. Camp and T. C. Marshall of Atlanta, Georgia, have announced, as the result of the mail ballot for the officers of the Association, the election of the following:

President-Elect.....B. V. Christensen
First Vice-President.....J. K. Attwood
Second Vice-President.....L. W. Rowe
Members-Elect of the Council.....R. L. Swain, P. H. Costello, F. E. Bibbins

T. M. A. PAGE

Reporters

J. E. Treadwell, Raleigh
N. B. Moury, Greensboro
C. H. Smith, Charlotte

W. B. Powers, 466 West Main Street, Danville, Va., is now representing Eli Lilly in North Carolina. His territory is along the Virginia line from Oxford to Leaksville. Mr. Powers had been with Patterson Drug Company of Danville for 14 years before going with Lilly.

All of you boys who were unable to attend the Scott's Pow-Wow were greatly missed. We had a nice party and thanks to Scott Drug Co.

Floyd Franklin Potter, representative for Lehn and Fink, was married to Miss Ulydeen Davis of Charlotte on November 28. Congratulation to you both.

To all druggists who like fishing: Call on Mr. Tyson, the Sharpe & Dohme representative who headquarters in Rocky Mount. This man is an authority on fishing. He goes fishing, never drops a hook, never catches a fish, but still can tell you how to catch them. Better luck next time Mr. Tyson.

R. L. Common, Eastman Kodak representative in North Carolina, recently had an automobile accident near Albemarle. Mr. Common was not hurt but a hundred and fifty dollars damage was done to the car.

P. C. Day who represents Jergens Woodbury recently returned from Tennessee where he was called by the death of his mother and serious illness of his father. We are glad to report that his father is recovering satisfactorily.

Wedding bells have been ringing a lot recently. R. A. Drake who represents Ansco Film Co. was married not so long ago and has been transferred to Atlanta. We miss you, Bob, and are sorry you and Mrs. Drake could not remain in Charlotte.

Ray Sills, the Rit Peddler, recently spent a week-end with Seixas Milner and got an opportunity to try out his newly purchased two hundred dollar set of golf clubs.

Ralph Garrard, Coca-Cola Company, has been transferred to Atlanta.

G. W. Baan with Veldown Company, headquarters in Charlotte, was recently married to Miss Ira Shelton of Newton.

Since the wedding bells have quit ringing and we look around for more news—saw Joe Wear, Hudnut's Joe, and he didn't seem so happy. Mrs. Wear and Little Joe had gone to Kentucky for several days to visit his family.

S. H. Jewell, Burroughs & Welcome, was recently transferred to Charlotte and is making his home in the McMillan Apts., on Dilworth Road.

R. W. Collette, Jr., of Mocksville started detailing for the Hart Drug Corporation of Miami on October 28. We welcome him in this territory.

We were fortunate to have R. D. Rainey as guest speaker at a recent monthly meeting of the Charlotte Drug Travelers. Mr. Rainey is editor of the *Southeastern Drug Journal.*

Object of the T. M. A.: **Cooperation with North Carolina Druggists and Promotion of Good Fellowship Among Salesmen Soliciting Drug Trade in North Carolina.**

LEGAL SECTION

Frederick O. Bowman, LL.B., *Editor,* Chapel Hill, N. C.

Reminders for the Year 1941

Every Retail Druggist is Required by Law:

1. To register his drug store or pharmacy with the State Board of Pharmacy and obtain a permit to conduct same on or before January 1, 1941.

2. To renew his license as a pharmacist with the State Board of Pharmacy, on or before January 1, 1941. (After March 1, a penalty of $5.00 must be paid.)

3. To keep his certificate of registration, his 1941 drug store permit, and his 1941 renewal license conspicuously displayed in the store at all times.

4. To keep three separate prescription files, namely: (a) a regular file, (b) a narcotic file, and (c) a venereal file.

5. To keep a record of the sales of all "Hypnotic Drugs" dispensed at his store.

6. To keep a Poison Register in which shall be recorded the sales of all the so-called "Register Poisons."

7. To keep a complete and accurate record of the sales of all semi-narcotic preparations, classed by the Federal Law as "Exempt Preparations."

8. To keep a record of the sales of all proprietary remedies for venereal diseases, and make a report of such sales weekly to th State Board of Health.

9. To pay to the State Department of Revenue, Raleigh, N. C., the following privilege taxes on or before June 1, 1941, (a) cigarette tax, (b) sandwich tax, (c) soda fountain tax of $10.00 per draft arm, together with such other privilege taxes for which he is liable.

10. To pay to the State Department of Revenue the 3 per cent sales tax on his total gross sales, except upon prescriptions and the other drugs and medicines that are manufactured, mixed, or processed. Complete records must be kept of all sales, and a return together with check for the amount of tax due, must be sent to the Revenue Department on or before the 15th of each month for the preceding month's transactions. The collection of the sales tax is mandatory and must be collected in accordance with the Uniform Tax Schedule promulgated by the Commissioner of Revenue.

11. To pay to the city or town in which his business is located at the time fixed for the payment thereof, the following taxes: (a) cigarette tax, (b) sandwich tax, (c) soda fountain tax of one-half the amount paid to the State, together with such other privilege taxes as are legally imposed by the governing bodies of cities and towns.

12. To re-register with the United States Collector of Internal Revenue, Greensboro, N. C., on or before July 1, 1941, as a retail dealer in narcotic drugs and preparations thereof (Classes 3 and 5), and to keep the certificate of such registration posted in his place of business at all times.

13. To file income tax returns on or before March 15, 1941, and pay income taxes to both State and Federal Governments, if any are due; to pay personal and real property taxes, old age pension, social security taxes, automobile taxes, special school taxes, and all other taxes as may be imposed legally at the time fixed by law for the payment of same.

Fair Trade Prices

Burroughs Wellcome & Co. (U. S. A.) Inc.

Announces that their product "Tabloid" "Empirin" Compound, the established price for one dozen, whether sold in original containers, in bulk or on prescription is not to be below 23 cents.

The Norwich Pharmacal Company

	Full Price	Minimum Fair Trade Price
Norforms 6's	$.60	$.49

(Continued on Page 14)

North Carolina News Notes

T. Q. Owens, who has been connected with the Edgecombe Drug Co. of Tarboro for the past ten years, has accepted a position with the Rosemary Drug Company of Roanoke Rapids.

New fixtures and a modern soda fountain have been installed in the Carswell Drug Store, Durham, which recently underwent extensive repairs. Floor space of the remodeled store has been doubled.

C. J. James of Hillsboro reports a fine trip to New York and Philadelphia where he attended the Army and Navy football game. We are wondering if Mr. James succeeded in spending all the two-dollar bills and nickles which he had been saving for this particular trip?

A quantity of cigarettes was stolen from the College Pharmacy, Greensboro, in a recent robbery.

Here's a coincidence: **N. B. Moury,** representative of Wampole in this State, is Vice-President of the T. M. A. in North Carolina. Wampole's representative in South Carolina, **Red Maxwell,** is Vice-President of the T. M. A. in that State.

Harry Murrell is now connected with Purcell's Drug Store of Albemarle. He was formerly associated with the Sandhill Drug Co., Inc., of Southern Pines.

Earl Tate of Lenoir has installed a fireproof steel cabinet in the Lenoir Drug Store to protect his prescriptions. The cabinet is so arranged that any prescription can be located instantly.

Fire on the morning of October 27 destroyed the 7-room residence of **W. H. Creech,** owner of Creech's Drug Store, Selma. Mr. Creech was sleeping in one of the front rooms but did not awake until after the alarm was turned in. The fire is supposed to have originated from defective wiring. The loss is estimated at $3,000, partially covered by insurance.

F. O. Garren, formerly of Asher-McAdams Drug Company of Burlington, is now with Walgreen of Greensboro.

James W. Harrison, pharmacist with Salley's Drug Store of Asheville, is editor of "The Arc," a monthly news bulletin devoted to amateur radio.

Mrs. J. T. Caudill has accepted a position with the Central Drug Store, Elizabethton, Tennessee.

Births

Mr. and Mrs. J. H. Stowe announce the birth of a daughter, Sandra Louise, at the City Memorial Hospital, Winston-Salem, on December 7. Mr. Stowe is a clerk at the Willson Drug Store near Winston-Salem.

Friends are congratulating **Mr. and Mrs. W. A. Hayes** of Durham on the arrival of Elizabeth Sue at Watts Hospital on November 26. Mr. Hayes graduated from the State University School of Pharmacy in 1937 and is connected with the Peabody Drug Company, Wholesale Druggists of Durham, at the present time.

Weddings

Miss Altajane Holden, oldest daughter of Mr. and Mrs. Tom E. Holden of Bunnell, Florida, recently became the bride of Mr. Julian Terrell Caudill, son of Dr. and Mrs. E. L. Caudill, of Elizabethton, Tennessee, at an impressive ceremony performed by Rev. David W. Donaldson at Oak Lawn, the spacious new Caudill home.

The popular young couple spoke their nuptial vows in the parlor which was artistically decorated with arrangements of chrysanthemums and other fall flowers. The bride, a lovely brunette, wore black velvet with white accessories. Her corsage was of white chrysanthemums.

Mrs. Caudill graduated from the State University School of Pharmacy this past June. She was a member of Chi Omega Sorority, Alpha Kappa Gamma honorary fraternity and Rho Chi scholastic fraternity. For the past summer she had been employed as pharmacist for Joe Reynolds, Inc., Clinton.

The groom received his A.B. degree in political science from the University of North Carolina last spring. He was a member of Phi Gamma Delta fraternity. At the present time he is connected with the tabulation department at the American Bemberg Corporation.

The couple spent their honeymoon in North Carolina and are now located at Oak Lawn, Elizabethton, Tennessee.

Deaths

John Albert White

John Albert White, 38, a leading citizen and former mayor of Jonesboro, died at his home on November 30, following a stroke of paralysis which he sustained the previous day.

The son of the late Mr. and Mrs. John White of Belhaven, Mr. White graduated in pharmacy at the University of North Carolina School of Pharmacy. In 1922 he organized the Lee Drug Company in Jonesboro, of which he was owner and operator at the time of his death.

Mr. White was a member of the Methodist church, the Masonic order, the North Carolina Pharmaceutical Association and had served as town commissioner in Jonesboro.

Surviving are his wife, Mrs. Margaret McLean White; a daughter; two brothers and four sisters. Funeral services were held at the home on Monday, December 2. Burial was in the Jonesboro cemetery.

JOURNAL readers will recall with regret the death of J. A. White of Mooresville on October 6.

Roots Boost Western N. C. Trade

Western North Carolina mountaineers are receiving pretty good incomes from roots. With imports of brier roots from European countries stopped by the war, pipe manufacturers are buying hugh quantities of the roots of mountain laurel, known to many for its flaming blooms in the Spring.

Several small plants are located near Hendersonville to work certain types of laurel roots into pipe bowls. The industry is not expected to have a serious effect on the growth of the laurel, since the type of burl in demand is comparatively rare.

After the little subterranean growths are found, they are carried to the factories, cut into various size blocks resembling the outlines of a pipe bowl. They are then boiled to remove the sap and dried for 30 days. When completely dried, the wood is so hard that an ordinary knife will not cut it.

After seasoning, the blocks are sorted according to size and color and shipped to pipe manufacturers.

Fair Trade Contributions

	County	No. of Drug Stores	Stores Contributing
	Alamance	14	12
100%	Avery	1	1
	Bertie	4	3
	Buncombe	33	1
	Cabarrus	15	10
100%	Carteret	4	4
	Cleveland	13	2
	Columbus	8	3
	Craven	8	3
	Durham	25	1
	Forsyth	31	25
	Gaston	22	12
	Granville	6	2
	Guilford	42	3
	Hoke	3	1
	Lee	7	3
	Lincoln	4	1
100%	Martin	3	3
	Mitchell	4	2
	McDowell	7	4
	Orange	8	1
	Pasquotank	4	1
	Randolph	7	4
	Rockingham	13	9
	Rowan	14	1
100%	Sampson	7	7
	Surry	10	9
	Wake	40	6
	Wilkes	6	2
	Wilson	13	1
100%	Union	8	8

Bissette Drug Stores of Wilson and Greenville Double Gross Sales in Week

Christmas joy reigned supreme this year in the Bissette Drug Stores of Wilson and Greenville, especially among the sales force.

Paul Bissette, owner and manager of the Bissette Drug Stores, announced to his sales force some time ago that each clerk would receive double salary during the last week of November providing the gross sales of the three stores were doubled during the same period.

Double salary! What an incentive! The entire organization went to work—even the colored delivery boys were stimulated to solicit orders. Had Elmer Wheeler (Tested Selling Sentences) been around he could have picked up some good pointers in selling merchandise.

Needless to say, the special sales drive was successful with each clerk receiving double his weekly salary. Congratulations to the entire organization.

Isms

Socialism—You have two cows, you give one to your neighbor.

Communism—You have two cows, you give both to the government, and the government gives you the milk.

Fascism—You keep the cows, give the milk to the government, and the government sells it back to you.

Nazism—The government shoots you and takes the cows.

New Dealism—The government shoots one of the cows, milks the other one and pours the milk down the sewer.

Capitalism—You sell one cow and buy a bull.

Americanism—You keep both cows, drink some of the milk and eat the butter from some of it and sell the balance to buy new clothes and a new automobile. You raise your own bull and more cows, stay at home, keep out of Europe's squabbles, mind your own business, and live happily ever after.—KPA News.

50 Gross Misbranded Prophylactics Seized in Wilson—Peddler Convicted

City detectives of Wilson arrested John F. Abbott recently for selling misbranded prophylactic merchandise. At the time of the arrest 50 gross of prophylactics were seized and later destroyed.

Evidence introduced during the trial revealed that the defendant had been promiscuously selling the merchandise in and around the tobacco markets of Wilson at three for a dime. Abbott was adjudged guilty by the court and was sentenced by Judge Charles B. McClain to two years probation on payment of the costs of the court action. The case was tried under the labeling provisions of the recently enacted State Pure Food, Drug and Cosmetic Act.

Red Garter Cigars Popular in 1886

Pharmacist Doane Herring, senior member of Herring's Drug Store, Wilson, has a copy of his opening order to Gilpin and Company, Baltimore, in 1886. Nearly 2000 items appear on the invoice.

Twenty gallons of grain alcohol (pharmacists used their percolators for something besides display those days), Red Garter cigars, 200 pounds of Epsom Salts (1c per pound), laudanum, bulk bandage and many present-day proprietary preparations appear on the invoice. Lamps, lamp chimneys, wicks and shades must have been in demand as a large quantity had been ordered.

Noticeably absent from the invoice were vitamins, vitamin preparations. Physicians of the "Eighties" hadn't discovered they could treat their patients with the alphabet.

REFERENCE BOOKS

(Continued from Page 8)

PHARMACEUTICAL MATHEMATICS by E. Spease. A textbook of pharmaceutical mathematics. Published by McGraw-Hill Book Co., Inc., New York, N. Y. Price $1.75.

AMERICAN RED CROSS FIRST AID TEXT-BOOK. A book on first aid. Published by The Blakiston Company, Philadelphia, Pa. Price 60c.

MERCKS INDEX. A condensed description of chemicals with formulae, test solutions, laboratory reagents, chemical reactions, as well as use and dose of chemical, vegetable and animal drugs. This book contains a host of general information that is useful to the pharmacist. Published by Merck & Co., Rahway, N. J. Price $4.00.

THE AMERICAN ILLUSTRATED MEDICAL DICTIONARY by W. A. N. Dolan, 18th Ed. A dictionary of diseases and medical terms. Published by W. B. Saunders Co., Philadelphia, Pa. Price $7.00. Thumb index $7.50.

ACCEPTED DENTAL REMEDIES. Published by the American Dental Association, Chicago, Ill. Price $1.00.

LEGAL SECTION

(Continued from Page 11)

Griffin Manufacturing Company, Inc.

Fair Trade Injunction Awarded to Griffin

The rigid Fair Trade enforcement policy of the Griffin Manufacturing Company, Inc., is again illustrated by an injunction granted against Max Gartenberg, grocer, 146 Orchard Street, New York, N. Y.

Mr. Gartenberg consented to the injunction, appearing in Supreme Court, Kings County, Brooklyn, New York, on October 16th.

Pal Blade Company, 595 Madison Avenue, New York, N. Y.

has recently come under our Fair Trade Law, with the following minimum prices:

PAL Hollow Ground Blades Package of 4 blades	$.10	$.10
PAL Hollow Ground Blades Package of 10 blades	.25	.25

(Effective November 1, 1940)



Valentine's Meat-Extract

1 Dozen at list - - - - - - - - - - - - $9.00

Through Wholesaler

Valentine's Meat-Juice Company
1600 Chamberlayne Ave.,
Richmond, Virginia

BUTTERCUP ICE CREAM

"IT'S FAMOUS *because* IT'S GOOD"

Conservatism *and* Strength

do not necessarily mean the same, but—

CONSERVATIVE AMOUNTS ON EVERY RISK MAKE LOSS PAYING STRENGTH IN FIRE INSURANCE

With our more than $2,000,000.00 in Capital, Surplus and Reserve for the protection of Policyholders our limit on a single risk in the larger cities is $15,000.00, and less in the smaller cities.

IS YOUR FIRE INSURANCE THAT SURE?

As us about premium savings for you

THE AMERICAN DRUGGISTS' FIRE INSURANCE CO.
American Building Cincinnati, Ohio

The only Capital Stock Fire Insurance Company writing on the property of Retail Druggists only

SOME OF OUR STATE AGENTS

E. F. RIMMER
Box 3154
Charlotte, N. C.

A. A. COLEMAN
Greenwood, S. C.

For More Than Fifty Years

Dr. David's Sanative Wash

Has been the standard remedy for Scabies (the Itch) over the Southeastern States

The current deal is

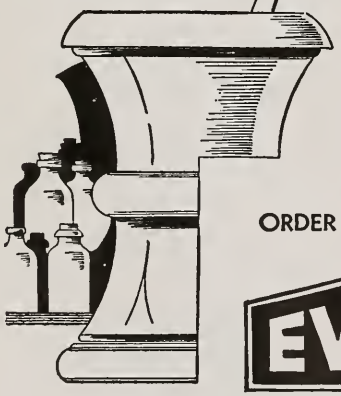
One bottle free with each dozen

From your own Wholesaler or from

OWENS & MINOR DRUG CO., INC.
Richmond, Virginia

Who have been good wholesalers since 1882

PROTECTED PROFITS • • ***For The* DRUGGIST**



Retail druggists respect the EVERFRESH controlled quality and standardly maintained price. Everfresh Citrate of Magnesia is made under strictest pharmaceutical conditions. Its dependable quality is due to exact measure, exact strength, and exact sterility. Everfresh sells for 25¢ everywhere!

ORDER EVERFRESH FROM YOUR JOBBER

EVERFRESH
CITRATE OF MAGNESIA

The McCAMBRIDGE & McCAMBRIDGE CO.
12 L STREET, S. E. -:- WASHINGTON, D. C.

The Carolina Journal of Pharmacy

PUBLISHED MONTHLY BY THE

NORTH CAROLINA PHARMACEUTICAL ASSOCIATION

AT CHAPEL HILL, N. C.

W. J. SMITH, MANAGING EDITOR

Entered as second-class matter July 5, 1922, at the post office at Chapel Hill, North Carolina under the Act of March 3, 1879

Annual Subscription, $1.00 — Single Numbers, 15 Cents

Vol. XXII — FEBRUARY, 1941 — No. 2

Officers of the North Carolina Pharmaceutical Association for 1940-41

President, also Chairman of Executive Committee.....Joe Hollingsworth, Mt. Airy
Secretary-Treasurer.....W. J. Smith, Chapel Hill
Secretary-Treasurer N. C. Board of Pharmacy.....F. W. Hancock, Oxford
Chairman of the Legislative Committee.....Paul H. Thompson, Fairmont
General Counsel, also Executive Secretary Fair Trade Committee.....F. O. Bowman, Chapel Hill

Distributive Educational Programs Begin February 3

W. Lee Moose, Itinerant Instructor in Pharmacy, announces that Local Advisory Committees have been appointed in Greensboro, Burlington, High Point and Reidsville and that the topic, "Pharmacy Laws and Regulations," will be discussed during the first series of programs.

The date of each meeting together with the names of those elected to the various Local Advisory Committees are listed below.

Greensboro, February 3 (Managers) and Feb. 4 (Clerks)—8 P.M. Chamber of Commeree

Roger McDuffie, Chairman
J. T. Usher, Secretary
T. G. Crutchfield
C. C. Fordham, Jr.
Lon Russell

Burlington, Feb. 5—8 P.M. at the Chamber of Commeree

C. M. Andrews, Chairman
Sam Turner
Joe Barbour
J. S. White of Mebane
A. K. Hardee of Graham

High Point, Feb. 6—8 P.M. at the Sheraton Hotel

A. C. Cecil, Chairman
Wayne Russell
J. G. Greene
W. B. Harris
C. D. McFalls
E. R. Anderson

Reidsville, Feb. 7—7 P.M. (Dinner at Hotel)

T. J. Ham, Jr., Chairman, Yanceyville
Phil Link, Secretary, Reidsville
E. V. Stephenson, Madison
Culas Robinson, North Spray
E. O. Chandler, Leaksville

A series of eight programs—one each week for eight weeks—will be arranged for the above towns according to the instructions received from each Local Advisory Group. Mr. Moose will visit additional sections of the State just as rapidly as possible.

If you feel this program to be a progressive one, write Mr. T. Carl Brown, State Supervisor of Distributive Education, Raleigh, and express your appreciation.. The necessary funds for carrying on this work will be provided by his department, so let him know you intend to take advantage of this educational program.—W. J. S.



Announcing the Second "Merchandising Clinic" at the O. Henry Hotel, Greensboro, on March 5. A one-day program of merchandising ideas that will pay you dividends in dollars and "sense." Make your plans now to attend this program of talks, dramatic skits, motion pictures and demonstrations sponsored by the Greensboro Drug Club in co-operation with the State Department of Distributive Education and the North Carolina Pharmaceutical Association. Full details in the March issue of the CAROLINA JOURNAL OF PHARMACY.

Carl Durham Awakes to Find Turkeys All Around Him

Congressman Carl Durham went down to Riverside Club last Friday to try his luck at wild turkey hunting. The club's game preserve, owned by a group of Chapel Hill citizens, stretches along the Haw River down in Chatham County.

After having lunch at the lodge, Mr. Durham sauntered forth with his gun. Saunter is the right word for the lunch had been bountiful and Mr. Durham was in a restful mood. He proceeded slowly through woods and across fields and presently he came to a large pine tree in the full sunlight. It was one of those winter days when basking in the sun is delicious. A hummock of grass at the foot of the pine had an inviting look. Mr. Durham sat down on it, laid his gun on the ground beside him, leaned back against the tree and fell asleep.

He doesn't know how long his nap lasted; perhaps an hour. When he awoke, there a few feet in front of him was a wild turkey, a hen, and she had with her a flock of nearly-grown young turkeys. They were all around the pine tree. Mr. Durham counted eleven besides the mother.

"My first thought was that I'd rather have a camera than a gun," he told a friend when he came home at nightfall. "It was a fine picture. I wanted a big gobbler and looked around for one. But there wasn't any there, so I shot what looked like the biggest of the young gobblers."

(Chapel Hill Weekly).

B. C. Holds Annual Banquet

Floyd Goodrich, head of the sales division of B. C. Remedy Company and Secretary-Treasurer of the T. M. A., presided over the annual banquet given by B. C. at the Washington Duke Hotel, Durham, on January 2. The banquet was followed by a dance attended by the salesmen, their wives and a number of invited guests.

Carl Goerch, Raleigh publisher and radio commentator, delivered the principal address. He praised the sales representatives of the B. C. Remedy Company for their spirit of cooperation which saw the firm's business considerably increased during the past year. Goerch interrupted his talk long enough to conduct a brief quiz among the women at the banquet. Mrs. Donnie A. Sorrell was winner of the quiz and received a prize of $10.

C. T. Council, president of the company, welcomed the visitors. Floyd Goodrich announced the loss of Harold Garlack of Cleveland, Ohio, from the sales organization because of military service and declared that the company is proud that he has been drafted for service. Assurance was given that Garlack is expected back at his job upon conclusion of his year of military service.

Approximately 150 people attended the banquet, including a large number of special guests.

Druggists Attend Pinehurst Ice Cream Merchandising Course

J. K. Civil, Charlotte; Bob McNair, Rockingham; J. W. Compton, Salisbury; R. T. Holmes, Statesville; Lee Moose, Mount Pleasant, were among the druggists and drug store managers who attended the Fifth Annual Merchandising Short Course in Ice Cream given at the Carolina Hotel, Pinehurst, on January 15. The program was given under the auspices of the Ice Cream Merchandising Institute, Inc., with the cooperation of Southern Dairies, Buttercup Ice Cream Co., Hamlet, and others.

The morning session was given over largely to a discussion of merchandising ice cream with actual demonstrations to show how to correctly dip ice cream. "Fountain Tune Up," "Know Your Costs" and "Mixing Drinks with Ice Cream" were also considered.

The "Sundae School Class" met in the afternoon to view the correct procedure for preparing and serving sodas, sundaes, and special ice cream dishes. The importance of proper carbonation was stressed in the topic: "The Draft Arm in Your Profit Picture."

Shown to the registrants were two new fountain aids: A cellulose dipper pad for removing excess moisture from ice cream dippers and a newly designed cone shaped dipper which is radically different from any on the market at the present time.

A Roy Moore of Wilson Appointed to State Board of Alcoholic Control

On December 28 Governor Hoey announced the resignation of F. Webb Williams of Elizabeth City from the State Board of Alcoholic Control and the appointment of A. Roy Moore, prominent druggist of Wilson, to fill his unexpired term. Mr. Moore took office on Monday, December 30, when the Board met to begin work on its 1941 list of alcoholic beverages to be sold in the dispensaries.

Mr. Moore is very active in Wilson civic affairs and holds an LL.B. degree in law in addition to his pharmacist's license.

Frank Gamble Recovering from Operation

Frank Gamble, prescriptionist at Gamble's Drug Store, Monroe, was operated on for throat trouble in a Philadelphia Hospital on December 20. His many friends throughout the State will be glad to learn he is recovering satisfactorily and expects to return to his work on February 1.

The operation removed the larynx which deprives Mr. Gamble of the power of normal speech but he will be able to speak in a whisper.

Mr. Gamble was a student in the School of Pharmacy, Chapel Hill, in 1915. He operated the Gamble Drug Store in Charlotte from 1916 to 1934. After selling his Charlotte store he became associated with his brother, Paul Gamble, in the drug business in Monroe.

Narcotics Supervisor Inspects Offices in State

B. M. Martin of Baltimore, Md., supervisor for the Bureau of Narcotics for the Fifth District, inspected the narcotic offices throughout North Carolina during January. He was accompanied by Agent Terry A. Talent of the Baltimore office.

Mr. Martin is a native of North Carolina, having been born in Franklin County.

New Lilly Vitamin Product

Eli Lilly and Company recently made an interesting contribution to vitamin therapy by adding to the list Gelseals "Multicebrin" (Pan-Vitamins, Lilly). Accordingly to the literature, one gelseal contains an average daily prophylactic dose of all the recognized water-soluble and fat-soluble vitamin fractions. The formula is based on authentic information concerning the optimal daily requirement of the patient who manifests no symptoms of vitamin deficiency. On the basis of standardized units, Gelseals "Multicebrin" are low in cost. Packaged in bottles of 30 and 100.

Popularity of Miles Program Increases

The highest Crossley rating in its history is now chalked up for the Alka Seltzer National Barn Dance, radio program sponsored by Miles Laboratories of Elkhart, Indiana.

To date, the rating is 17.1.

The program hit an all-time high a few weeks ago when it reached 16.2. Since then it has raised consistently to 16.9 and the present 17.1. The spurt has been particularly strong since September 24 when the rating was 13.7.

The Alka Seltzer National Barn Dance is in its eighth consecutive year of broadcast. It features a cast of more than fifty entertainers including the Hoosier Hot Shots, novelty instrumentalists; Joe Kelly, master of ceremonies; Eddie Peabody, banjoist; and Pat Buttram, humorist.

The program is broadcast each Saturday evening at eight o'clock (CST) over the red network of the National Broadcasting Company.

"Chiseling Consumers"

The *Maryland Fair Trade Bulletin* has this to say about a certain type of consumer:

"Chiseling consumers exist in greater numbers than chiseling retailers. Only they call themselves 'shrewd shoppers', or 'I got it for 2c less'. No matter what they are called, their mere existence is a disrupting factor in the enforcement of Fair Trade. They use every device short of strong arm methods to avoid paying the price which the clerk asks and even though they never buy anywhere else they always insist the competitor sells it for less.

"When this type of person threatens to walk out, a retailer is sorely tempted to drop his price rather than chance the loss of the sale. The lesson or price maintenance must be learned, because once the storekeeper cuts, the chiseler will never again want to pay his first price. In other words, **every time you cut your price, you are cutting your own throat.** In the long run, the druggist is the loser. His profits will dwindle and his standards will be lowered. Be firm. Don't hurt yourself. Maintain your just and living profit."

The Story of Unguentine—1941

Norwich Pharmacal Company has contracted for increased space in a large number of leading national magazines during 1941 to carry their new Unguentine advertisements, "The Flaming Finger," to millions of readers.

Commenting from a recent issue of the *Norwich Percolate:* "It is interesting to note that pointing hands are one of the most fundamental devices in the whole field of advertising. The earliest road signs employed the device of a pointing finger. One of the commonest type ornaments in every job print shop is a pointing hand." "We get the benefit of this elementary value in our new symbol, and yet it is entirely new and original because it also looks like flame. Thus, 'The Finger of Fire' works for us doubly—not only pointing the way to immediate Unguentine sales, but burning itself in the memory for future sales of Unguentine—next week, next month, next year!"

"The public will not be allowed to miss seeing 'The Flaming Finger' nor will they be allowed to forget it. All that we ask our good friends, the druggists of America, is that they keep Unguentine displays in full view on counters, shelves and windows throughout all twelve months of 1941. The public needs Unguentine—and needs only the constant reminder to buy it. That's the business of 'The Flaming Hand.' It's a helping hand and a winning hand for all of us!"

Goode Surveys Retail Drug Trade

J. A. Goode of Asheville, who represents the retail drug trade, both independent and chain, on the Retail Advisory Committee to the National Defense Advisory Commission, is working on a survey of the business of retail stores, particularly respecting prices of manufacturers to retail druggists, so as to have the facts clearly established as soon as possible and afford a check against prices to druggists which cannot be passed on the public without the charge of "profiteering."



The Peoples Drug Store of Taylorsville, pictured above, is one of the best stocked drug stores in North Carolina. Modern in every respect the store is a credit to the town and to its progressive manager, Pharmacist Rowe B. Campbell.

Our Modern Methods of Contraception

S. W. McFalls of Greensboro

"Mechanical methods of contraception have been employed from time immemorial, and today they are still among the most widely used measures for the prevention of conception."—Hannah H. Stone.[1]

In this paper I am going to explain our present-day mechanical devices that are used in contraception, and shall take up along with the different diaphragms our modern jellies and their characteristics.

The Vaginal Diaphragm: This method of contraception has been deemed most satisfactory by the birth control centers during recent years, that is, in conjunction with a contraceptive jelly. Although this combined method does not meet with all requirements it is the best available at present and is prescribed by a large per cent of contraceptive authorities.

There are many differences as to the technique of its use, although it has a vast distribution. The occlusive diaphragm, as many do not know, is not a recent discovery nor has it been only recently used. In many books on histories of contraception one can find articles explaining primitive types of vaginal diaphragms. However, the modern form as we have today was first introduced in 1882 by Dr. Wilhelm Mensinger of Flensburg and is still referred to as the Mensinger pessary.

Later Drs. Aletta Jacobs and Johannes Rutgers of Holland first began to teach this method. Several decades thereafter it was adopted in England and other European countries.

Margaret Sanger was the first to introduce the diaphragm in America.[2] She studied birth control in Holland observing the work of Dr. Rutgers and brought the diaphragm to America, and when she established the Birth Control Research Bureau, the first Birth Control Clinic in America, in 1923, the diaphragm was used as the chief method by this clinic. Other clinics have since then adopted the diaphragm method and it has been widely used throughout this country. Of the 65,000 women who have received contraceptic advice at the Bureau over 80 per cent of them have been fitted with a vaginal diaphragm.

How To Fit: In fitting the diaphragm several conditions have to be considered; the size to prescribe, the type and the method of administering. The only means of procuring a perfect fit is by a thorough gynecological examination and studying the condition of the pelvic organs.

Types: There is a variation in types, shapes, in depth, character of rubber, and in the thickness and tension of the spring. The shape may be either circular or S-curved; the depth may vary from one to two inches, so that the dome is either high and rounded like a hemisphere, or shallow and saucer shaped; the rubber may be thick or thin, rough or smooth, opaque, translucent or transparent. The rim may consist of either a narrow steel watch-spring, or of a spiral spring of piano wire. It may vary from an eighth to a quarter of an inch in thickness. In either case, the spring is well protected by the layers of rubber which cover it all around and one variety of diaphragm now has a rim encased completedly in a rubber tubing.

Size: Vaginal diaphragms come in twenty different sizes, ranging from 45 to 105 mm. in diameter. In selecting the proper size two factors have to be taken into consideration; the depth of the vagina and the tone of its musculature. Two women, not infrequently, with the same vaginal dimensions in millimeters may require different size diaphragms because of a marked difference in muscle tone. At many times several diaphragms have to be tried before a suitable one is definitely chosen. How the diaphragms should fit in the vagina leads to many differences in opinion, however Haire states that the pessary should fit obliquely in the vagina and should lie almost transversely across the upper part of the vaginal canal.[3] For this usually a 50 to 65 mm. size is selected. The sizes most frequently prescribed range from 70 to 85 mm. A seventy-five millimeter size was the most frequent single size prescribed in a survey

held by a Baltimore Birth Control Clinic.[4] When the size prescribed is either too small or too large, the pessary may lose its protective value. If it is too small, it does not reach the front part of the vagina, and may be easily dislodged during coitus. If it is too large, it comes too far forward, and sometimes may even project from the vagina. In either case it is not held in place well and may sag down. When this sagging occurs the male organ may pass over the rim, nullifying the protective value of the diaphragm. Too large a pessary may also cause considerable discomfort.

Placement of Pessary: The pessary may be placed before retiring or just before intercourse takes place, which of course depends on the preference of the individual. The spermicidal effect of the jellies lasts many hours after insertion.

Time of Removal: As a general rule the woman is advised to have the diaphragm stay in place until the next morning. She may, however, remove it immediately after coitus if she prefers, providing a thorough douche is taken first. From a physiological and psychological viewpoint it is not advisable to rise immediately after intercourse for douching purposes, but if the woman so desires she may do it without affecting the efficacy of the method.[5] On the other hand the diaphragm may be left in for a longer period. In a case where the woman is unable to fit a pessary herself and it is placed by a doctor at a clinic, the pessaries are allowed to remain for a period as long as a week. If by examination no abnormal conditions such as injury to the pelvic region results the pessaries are even allowed to remain a still longer time between visits to the doctor.

The Douche: As a general rule the patient is advised to douche with about one quart of plain or soapy warm water before removing the diaphragm and then douche with another quart after its removal. The object of the douche is to wash away any living spermatozoa which may still be present in the vaginal tract. It is the general consensus of opinion, however, that the spermatozoa can remain alive in the vagina for only a few hours. Hence it would seem that since the pessary has been left in place for about twelve hours after intercourse it may safely be removed without douching. In other words if no douching facilities are available, or if the woman does not wish to take the douche for one reason or another, it may be omitted entirely providing the diaphragm is left in place at least twelve hours after exposure.

Care of Diaphragm: After use the diaphragm should be cleaned with soap and water, dried thoroughly on both sides, dusted with talcum or corn starch an placed in its container. Vaseline or other greasy substances should not be applied to the diaphragm as they tend to spoil the rubber. With proper care a diaphragm made by a reliable concern will last for some two years, and its use therefore constitutes a rather inexpensive measure for the prevention of conception.[6]

Substitutes for Circular Diaphragms:

1. Rubber Cervix Caps—This consists of an inflated rubber ring to which a thin, cup-like rubber pouch is attached. The ring is designed to fit snugly around the base of the cervix and to adhere to it by suction, while the pouch forms a covering over the part of the cervix that projects into the vagina. This cap comes in three different sizes small, medium, and large.

2. Curved Diaphragms—This is employed where the circular diaphragm is inadequate. It is known commercially as the Duraflex. This type of pessary is shaped like an S and is especially useful in cases of cysto-rectoceles.[7] A serious disadvantage of this type of pessary is that it has been rather difficult for the woman to fit it correctly, but if the right technique is applied it is a very successful substitute for the circular diaphragm.

References

1. Medical History of Contraception—Hines.
2. My Fight for Birth Control—Sanger.
3. Birth Control Methods—Haire.
4. Contraception as a Therapeutic Measure.
5. Journal of Contraception—Volume 2.
6. Pamphlet from Koramex Company.
7. Occlusive Methods of Contraception.—Stone.

(Continued in March Issue)



This fellow is happy because he remembered to mail his Association dues to the Secretary-Treasurer. His name appears on the "HONOR ROLL" listed below along with a number of others.

HONOR ROLL

C. L. Eubanks, Chapel Hill
C. R. Whitehead, Ramseur
Ralph Rogers, Durham
Earl Tate, Lenoir
T. C. Yearwood, Charlotte
J. H. Dever, Greensboro
Carolyn Cox, Greensboro
M. S. Burt, Durham
Ernestine Barber, Williamston
Rowe B. Campbell, Taylorsville
Q. T. Bilbro, Asheville
T. N. Edwards, Charlotte
C. C. Fordham, Jr., Greensboro
F. H. Cline, Charlotte
Roger McDuffie, Greensboro
R. M. Brame, North Wilkesboro
A. G. Elliott, Fuquay Springs
R. S. Parker, Murphy
J. C. Graham, Red Springs
M. H. Hoyle, Cooleemee
H. W. Barnhardt, Rockwell
J. L. Creech, Smithfield
C. D. Porter, Concord
A. B. Kunkle, Conover
J. S. Rudisill, Forest City
O. R. Black, Bessemer City
E. V. Stephenson, Madison
H. Bryan Duffy, New Bern
E. B. Perry, Littleton
G. S. Templeton, Mooresville
J. C. Brantley, Jr., Raleigh
W. A. Parks, Fort Mill
H. T. Murrell, Albemarle
E. L. Kritzer, Albemarle
I. T. Reamer, Durham
W. A. Burwell, Raleigh
H. A. Moose, Mt. Pleasant
C. H. Smith, Charlotte
Hiram Grantham, Red Springs
S. B. Etheridge, Washington
R. J. Noell, Asheville
I. W. Rose, Chapel Hill
B. M. Stone, Charlotte
D. W. Foster, West Asheville
Y. E. Spake, Morganton
T. H. Wilson, Belmont
P. J. Liske, Salisbury
E. L. Hicks, Concord
G. E. Andes, Wadesboro
Paul Bissette, Wilson
T. M. Stanback, Spencer
Robert Savage, Pilot Mountain
R. G. Garland, High Point
R. A. Dunn, Charlotte
T. W. Russell, High Point
C. H. Allen, Winston-Salem
W. R. White, Warrenton
Alpheus Jones, Warrenton
J. W. Neil, Shelby
E. H. Ward, Tarboro
G. W. Walters, Jr., Goldsboro
W. R. Wilkins, Mocksville
J. T. Vinson, Goldsboro
Casper Smith, Wilson
J. B. Coppedge, Raleigh
W. M. Musgrove, Catawba
W. M. Mauney, Murphy
C. T. Council, Durham
B. P. Costner, Lincolnton
Dewitt C. Swaringen, China Grove
Moss Salley, Asheville
C. M. Fox, Asheboro
S. L. Jones, Greensboro
R. E. L. Dees, Wallace
J. T. Overton, Southern Pines
C. E. Malone, Salisbury
R. E. Young, Asheville
J. W. Pike, Jr., Concord
J. W. Harrison, Asheville
H. N. Guion, Marshville
H. W. Gamble, Waxhaw
P. C. Hood, Dunn
T. R. Hood, Dunn
L. E. Reaves, Jr., Fayetteville
D. L. Boone, Durham
T. S. Simpson, Winston-Salem
W. R. Viall, Pinehurst
S. B. Burrus, Canton
A. B. Macon, Mt. Airy
H. S. Fox, Southern Pines
H. S. Overman, Elizabeth City
C. M. Cain, Henrietta
L. A. Warren, Jr., Wilmington
J. H. Stimson, Statesville
M. B. Phillips, Albemarle
Joe Hollingsworth, Mt. Airy
J. A. Sitison, Mt. Airy
J. I. White, Burlington
J. T. Stevenson, Elizabeth City
W. R. McDonald, Jr., Hickory

T. M. A. PAGE

Reporters

J. E. Treadwell	N. B. Moury	C. H. Smith
Raleigh	Greensboro	Charlotte

Charlotte Drug Travelers held their regular monthly meeting Saturday, January 11, with 40 present from a total membership of 81. New Officers elected at the meeting were: E. H. Hemmle (Colgate-Palmolive Peet Co.), President; W. R. Dixon (Bauer and Black), Vice-President; and C. H. Smith (Drug Package), re-elected Secretary. J. W. Bennick (Scott Drug Company) was chosen to succeed himself. J. L. Wear (Richard Hudnut Co.) was elected corresponding secretary, a newly created office.

Much growth since organization of the club in March, 1940, was reported, the membership having increased from approximately 20 to 81. Al Bechtold, assistant manager of the Charlotte Chamber of Commerce, spoke briefly at the meeting.

George Tyner (Vitamins Products Co.) has been transferred from Charlotte to Florida.

B. M. Humphries (Eli Lilly and Co.) broke his arm during an automobile accident which occurred during the holiday period. He is expected to return to work in a few weeks.

A number of drug travelers are down with the flu: W. I. Hall (E. R. Squibb & Sons), J. L. Siske (Grant E. Key, Inc.), P. C. Day (Jergens Woodbury), C. W. Hagood (Scott Drug Co.), M. W. Stone (H. B. Hunter Co.), and T. G. Slaughter (Bristol Myers).

Mr. and Mrs. G. C. Starmer (Harriet Hubbard Ayer) spent the holidays in Arkansas; also visiting this State at Christmas were C. H. Smith (Drug Package) and family.

Richard T. Sanner and family have been transferred to Washington, D. C. from Charlotte. Mr. Sanner is detail man for Parke, Davis & Co.

M. C. Grier (William Koehl Co.) presented himself with a brand new car as a Christmas present on December 19. Two days later the car was badly damaged in an accident which occurred in Charlotte.

Announcement has been made of the marriage of Mr. Dale Roth, Bilhuber-Knoll representative in the New England States and a former graduate student at the University of North Carolina School of Pharmacy, to Miss Mary Sue Hale at Atlanta, Georgia, December 28. Mrs. Roth is a native of Mayesville, Georgia, and has been connected with the Farm Security office in Athens, Georgia, for a number of years.

Charlotte's newest hotel, The Barringer, was opened to the public shortly before Christmas. Favorable reports concerning the management, rates, and service have reached this office.

Fred Williams, popular hotel man formerly connected with the Carolina Hotel, Raleigh, now managing Duke of Windsor Hotel, Windsor, has leased the Hotel Tarboro, Tarboro. The Hotel Tarboro has recently been renovated and Mr. Williams is planning further improvements, with his usual good food.

Definition of "A Salesman"

The curiosity of a cat.
The tenacity of a bulldog.
The determination of a taxi driver.
The diplomacy of a wayward husband.
The patience of a self-sacrificing wife.
The enthusiasm of a flapper.
The friendliness of a child.
The good humor of an idiot.
The simplicity of a jackass.
The assurance of a college boy.
The tireless energy of a bill collector.
(North Western Druggist).

Object of the T. M. A.: **Cooperation with North Carolina Druggists and Promotion of Good Fellowship Among Salesmen Soliciting Drug Trade in North Carolina.**

Three Quarters of a Century for Parke, Davis & Company

The year 1941 marks the Diamond Anniversary of the founding of Parke, Davis & Company, a firm which had its inception in a small drug store in the City of Detroit, Michigan, and which, during the past seventy-five years, has become the world's largest makers of pharmaceutical and biological products.

From the very beginning, back in 1866, Parke, Davis & Company has engaged in research work with the object of making available to pharmacists and physicians, medicinal preparations of the highest degree of accuracy.

In the early 70's, pharmaceutical progress meant the discovery of new vegetable drugs. Energetic—and extensive—explorations gave to the medical profession such valuable and widely used drugs as Cascara and Coca. Then, in 1879, came one of Parke-Davis's greatest contributions to pharmacy and medicine—the introduction of the first chemically standardized extract known to pharmacy. Desiccated Thyroid Gland, the first endocrine product supplied by the Company, was introduced in 1893. One year later, Parke-Davis established the first commercial biological laboratory in the United States. In 1897 came the introduction of the first physiologically assayed and standardized extracts. And throughout these early years, the fundamental Parke-Davis policy—precision in pharmaceutical manufacture—was crystallizing.

Since the turn of the century, progress of the Company has continued apace. An aggressive program of research has been zealously pursued, marked by the introduction of such important medicinal products as Adrenalin, Ventriculin, Theelin, Pitocin, Pitressin, Mapharsen, Neo-Silvol, Antuitrin-S, Meningococcus Antitoxin, Dilantin Sodium, and many others. Diversified research activities cover the major phases of medical treatment—including the endocrine, biological, vitamin, and chemotherapeutic—and new discoveries are carefully evaluated through the Company's extensive facilities for clinical investigation.

The Company's home offices and research and manufacturing laboratories in Detroit occupy six city blocks on the Detroit Riverfront, adjacent to the Detroit-Walkerville ferry, which connects the City of Detroit with the Province of Ontario, Canada.

A beautiful farm of 700 acres, known as Parkedale and located near Rochester, Michigan, about 30 miles from Detroit, is utilized for the production of antitoxins, serums and vaccines, and for the cultivation of medicinal plants.

In addition to its Detroit headquarters, branches and depots are maintained in important cities throughout the country, the list including Atlanta, Baltimore, Boston, Buffalo, Chicago, Cincinnati, Dallas, Denver, Indianapolis, Kansas City, Minneapolis, New Orleans, New York, Philadelphia, Pittsburgh, San Francisco, St. Louis, and Seattle.

In the foreign field, to care for the Parke-Davis business which extends to every quarter of the globe, branches are located in London, England; Sydney, N. S. W.; Walkerville, Ontario; Montreal, Quebec; Toronto, Ontario; Winnipeg, Manitoba; Bombay, India; Havana, Cuba; Buenos Aires, Argentina; Rio de Janeiro, Brazil; and Mexico City, Mexico.

Through the use of full pages in leading national magazines Parke, Davis & Company are carrying on an advertising program that has attracted wide attention. As might be expected, their advertising is unique, ethical, distinctive. They make no direct attempt to sell their products to the public by means of this publicity. In a sincere effort to render a valuable service to the medical profession, they are running a striking series of messages based on the "See Your Doctor" theme, and physicians throughout the country are constantly experiencing evidences of the results of this broad educational program.

January Report of Charlotte, N. C. Druggist Auxiliary

Mrs. Philip Van Every, Corresponding Secretary.

"Time Takes All But Memories."

Nineteen Hundred and Forty One!

It doesn't seem possible, does it! We engaged a room at the S. & W. Cafeteria and held our first meeting this year, January 14th. We were all in a gay humor and glad to be together again.

Despite a recent illness, our president, Mrs. T. N. Edwards, was her usual peppy self, driving us on to be outstanding in our club work and making us love it.

Mrs. D. L. Wheeler, our vice-president, distributed our year books at our last meeting, and we needs must stop here to compliment her on an outstanding job. They are lovely; bound with beautiful colored backs and tied with bright ribbons. We really felt we were receiving a wonderful Christmas present during our December meeting when Mrs. Wheeler presented them to us.

When you open one book, on the very first page you see our object:

"To interest and encourage qualified women to concern themselves more actively with the annual convention of the North Carolina Pharmaceutical Association, and to foster a closer friendship with each other, in the mutual interest of our husbands."

On the second page is the collect of club women of America. "Keep us, O God, from pettiness; let us be large in thought, in word, in deed.

"Let us be done with fault-finding and leave off self-seeking. May we put away all pretense and meet each other face to face, without self-pity and without prejudice. May we never be hasty in judgment and always generous.

"Teach us to put into action our better impulses straightforward and unafraid.

"Let us take time for all things; make us grow calm, serene and gentle.

"Grant that we may realize that it is the little things that create differences; that in the big things of life we are as one. And may we strive to touch and to know the great common woman's heart of us all; and O Lord God, let us not forget to be kind. Amen."—Mary Stewart, Colorado.

Everytime I read that prayer, it touches me very deeply, and makes me resolve all over again to be a better person, so I had to pass it on to you.

Next month, I will tell you of our Valentine party. We are planning to entertain our husbands at their expense and have a "wonnerful" time.

Our state president, Mrs. John K. Civil, gave us quite an interesting talk on the history of our fair town, Charlotte. And I'm sure it will amaze you to know there were only five native born Charlotteans present. How many of you know that our two principal streets, Tryon and Trade were named for Governors Tryon and Trade? I must confess I was ignorant.

Mrs. Civil told us that she would leave for Asheville, N. C. Thursday, January 16th, where she would help organize a woman's auxiliary there. She will be the guest of Mrs. Lloyd Jarrett and will be honor guest at a tea. Asheville is a lovely place, and we are looking forward eagerly for the results of that beginning.

We had six new members. Think of it! All very young and so "prettee," Mrs. E. H. Hemmle, Mrs. A. K. Hardee, Mrs. George F. Bryant, Mrs. W. B. Holmes, and Mrs. A. P. Faulkner. Some of you must know Mr. Faulkner. He travels East, West, North and South for The House of Lance. So he really gets around.

Eye-Spied Items

Mrs. D. C. Lisk, back sitting in her regular place.

Mrs. Joe Monroe, looking orchidacious in orchid.

Mrs. D. D. Demarest, who is a dead ringer for Ann Sheridan.

Mrs. J. A. Austin, looking booful in light blue.

Mrs. J. G. Barnette made a fetching picture with her red hair, blue dress and hat.

Now I want to tell you something nice we did last meeting; we passed around a plate and took up a collection of $5.00 and gave it to the Empty Stocking Fund here.

So I'm in favor of a Druggists Auxiliary in every town. They certainly stand for much in a community, as well as bringing lots of pleasure to each individual member.

LEGAL SECTION

FREDERICK O. BOWMAN, LL.B., *Editor*, Chapel Hill, N. C.

The 1941 General Assembly

Convening on January 8th, 1941, the General Assembly of North Carolina, at the time this is written (January 20th) has been in session 12 days. It is, of course, too early to hazard predictions either as to the length of the session or as to what measures will be offered effecting the druggists of the State. However, those of us in Raleigh who are onlookers have heard no small number of Legislators express themselves that it was their feeling that there would be but few controversial issues before the Legislature and that it should be able to finish its work and adjourn at the end of 60 or 65 days.

When the 1939 Legislature enacted its Revenue Bill as a permanent one, the question immediately rose in the minds of many as to whether or not succeeding Legislatures would adhere thereto. Fortunately, the Director of the Budget and the Advisory Budget Commission did observe this mandate; instead of re-writing the Revenue Bill, as heretofore, only a few amendments were made by this body. The Budget Revenue Bill of 1941, House Bill 11, was introduced on the 7th day of the session. No changes whatever have been recommended in the sections effecting retail druggists, under Schedule B of the Act levying privilege taxes.

The Budget Commission did submit an amendment to the Sales Tax Law, Article 5, Schedule E of the proposed Revenue Bill, extending the exemption on food products. The present Revenue Act exempts from the 3% Sales Tax only a limited number of foods while the proposed Act exempts all food products for human consumption from the 3% Sales Tax.

The Finance Committee of both the House and Senate have already had three or four joint meetings and have adopted tentatively the recommendations made by the Budget Commission with respect to our Schedule B's Taxes. Before it adopts the Sales Tax Article, however, hearings will be held.

In this connection it must be borne in mind that even though the Revenue Act is a permanent one, at the same time any Legislator in the House or Senate may offer an independent bill at any time amending it, either to increase, reduce any of the taxes imposed or to add new taxes or repeal any tax already imposed.

The Legislative program to be sponsored by our Association has not yet been decided upon. The Executive and Legislative Committees, and the Board of Pharmacy is to have a joint meeting January 23rd at which time it will determine the measures the Association will undertake to get enacted into law.

For several years past we have had from two to four pharmacist members of the Legislature. This session we have but one in the person of Dr. R. T. Fulghum, representing Johnston County in the House for the third term. Mr. Fulghum at all times has the best interest and works untiringly in behalf of his fellow pharmacists.

We are publishing below the names of the three Committees from both the House and Senate, to which will be referred most of the bills effecting our organization.

Finance Committee: (House)—Bryant (C), Ward, Wallace of Lenoir, Austin, Arch T. Allen, Burt, Bost, Bridger, Carlyle, Davis of Dare, Garrett, Horner of Granville, Harris, Jarvis, LeGrand, Mallonee, Moore of Guilford, Penland, Poole, Quinn, Rogers of Polk, Ruark, Rabb, Senter, Taylor of Stokes, Crawford, Underwood, Williams, Withrow, Winkler, Fulghum, Moore of Scotland, Moore of Jackson, Pollard, Blalock, Merritt, Gibbs, McDougle, Cohoon, Watkins, Edwards of Beaufort, Kerr, Cook, Rudisill, Palmer, Edwards of Swain, Fouts, Abernathy of Nash, Pitman of Avery.

Finance Committee: (Senate)—McBryde (C), Johnson, Cherry, Ballentine, Sanders, Gray, Larkins, White, Pate, Clark of Edgecombe, Blythe, Leary, Gay, Fearing, Benton,

Brooks, Long of Halifax, Long of Person, Horton, Palmer, Stacy, O'Berry, Gold, Hill, Peterson, Tonissen, Umstead, Uzzell.

Health Committee: (House)—Johnson (C), Wooten, Rogers of Macon, Thurston, Crawford, Everett, Edwards of Beaufort, Morris, Gobble, Horner of Granville, Palmer, Umstead, Underwood, Woods, Fulghum, Moore of Scotland, Pollard, Stone, Stoney, Leroy Allen, Benton, Cook, Kearney, McEachern, McGowan, Pritchett of Bertie, Reynolds, Sellars, Tonissen, Taylor of Stokes, Hutchins.

Health Committee: (Senate)—Long of Halifax (C), Blythe, Lanier, Cherry, Pate, Pittman of Lee, Clark of Bladen, McBryde, Gay, O'Berry, Marshall, Ballentine, Sanders, Horton, Matheny, Wallace, Peterson.

Manufactures and Labor Committee: (House)—McEachern (C), Vogler, Burgin, Dobson, Burt, Brown, Bridger, Caveness, Gass, Garrett, Merritt, Rogers of Polk, Rudisill, Sikes, Taylor of Wayne, Worthington, Everett, Burns, Blalock, Stone, Bryant, Crawford, Gobble, Harris, McDougle, Davis of Dare, Palmer, Jarvis, Quinn, Pearsall, Penland, Ross, Sherrill, Sellars, Taylor of Stokes, Moore of Jackson, Austin, Pitman of Avery.

Manufactures and Labor Committee: (Senate)—Clark of Bladen (C), McBryde, Cherry, Long of Person, Sanders, Pate, Wilson of Davidson, Gray, Larkins, Alexander, Hill, Rowe, Gay, Matheny, Ingram, Marshall, Johnson, White, Long of Halifax, Price.

New Fair Trade Manufacturer

Ortho Products, Inc.

Fair Trade Revisions

The Borden Company announces that effective January 1, 1941, the suggested retail price of 1-lb. Borden's Beta Lactose is increased to 65 cents per tin and the minimum resale price 59 cents per tin. Also, suggested minimum resale price of 5-lb. Borden's Beta Lactose is increased to $2.65 and the minimum resale price $2.40 per tin.

Cosmetiques Tussy Division of Lehn & Fink Products Corporation, effective January 1, 1941, has the following revision.

Tussy Wind & Weather Lotion—$1.00 size Special Package

Temporary Period: January 2nd, to January 25th, 1941. Minimum Resale Price during period: 50c.

Tussy Liquefying cream (7½ oz.)$1.75 size

Tussy Emulsified Cleansing Cream (8 oz.)$1.75 size

Tussy Pink Cleansing Cream (8 oz.)$1.75 size Special Package

Temporary Period: February 15th, to March 1st, 1941. Minimum Resale Price during period: $1.00.

The Horlick's Malted Milk Corporation has distributed the following schedule effective January 20, 1941.

New Price Schedule	New Prices Each	Old Prices Each
5 lb. tins @ 23½c	$ 1.18	$ 1.15
10 lb. tins @ 22½c	2.25	2.20
25 lb. tins @ 21½c	5.38	5.25
100 lb. steel drums @ 21c	21.00	20.00

***Lucky Tiger Manufacturing Company** revised its price sheet which is effective January 1, 1941. This was sent to you direct.

Luxor Toiletries announces effective January 6, 1941, Luxor Hand Cream, 50 cents size, and Luxor Savon Sachet, will be eliminated from Luxor Ltd. Schedule "A" Minimum Price List dated August 1, 1940.

***Northam Warren Corporation** has revised its price sheet, effective January 1, 1941, copy of which was mailed direct to you.

The Norwich Pharmacal Company has revised its price sheet as follows, effective January 3, 1941.

Item	Full Price	Minimum Fair Trade Price
8 Day Treatment	$2.17	$2.17
Thaloin Pills, 30s	.15	.15
Paracin	.25	.25

8 Day Treatment and Thaloin Pills 30s, are new additions to the line. The Fair Trade price of Paracin and the full price is reduced to 25c and cost to the trade has been adjusted, the list being reduced to $2.00 per dozen.

***The Prophylactic Brush Company** has revised two price sheets, effective January 2, 1941. This was mailed to you direct from the company.

* Please be on the lookout for price sheets sent direct and put them in Master Price Sheet Book.

Sweeten Your Profits by Merchandising the Candy Department

A. D. Pollard

Mr. Chairman, ladies and gentleman: I am very glad of this opportunity to be back in Asheville among my friends and am highly honored to have a part in this Merchandising Clinic sponsored by your Association. I feel this is one of the finest things the Association has done in the years since I have been affiliated with it through the T. M. A.

As your program shows, Mr. Smith, your secretary, has allotted me one hour to discuss the subject of merchandising your candy department. The talk which I have prepared reminds me of the story I heard recently: It is like the girl's dress, short enough to be interesting but long enough to cover the subject.

Speaking of candy merchandising, I believe that you will be interested to know the amount of candy produced and consumed in the U. S. during 1939: Production for 1939 amounted to two billion, eight hundred and ten million, eight hundred and thirty-three thousand pounds. The manufacturers' sales value of this amount was three hundred and eight million, six hundred and sixteen thousand dollars at an average price of 14.8 cents per pound, with a consumption average of 15.9 pounds per person. The fancy package goods, which is the bulk of your business, amounted to one per cent of the total. Fancy package goods in dollars and cents amounted to $10,414,078. These figures, gentlemen, are quoted to show you what a market there is for fancy package candies.

At this time I will endeavor to emphasize the merchandising ideas which will help you to get your share of this business:

1. The outside of your store should be identified by signs on your windows and displays should be installed in your windows at frequent intervals, especially during holiday periods.

2. People unconsciously respond to well-arranged displays in your store. This is especially true of your candy department. You can maintain a colorful, pleasant and interesting atmosphere in your store by proper display of your candy. Goods can be sold, store prestige can be enhanced by giving a few minutes of your time each day to this department.

3. It is generally conceded that the best way to really sell candy is by open display, preferably located in a prominent part of the store. A spotless and well illuminated display is a good advertising feature and makes it easier for the purchaser to buy.

4. The sales person must be sold on the line of candy carried and thus passes on his or her enthusiasm to the prospective customer. In this way the sales person is enabled to make many candy sales which would otherwise be lost.

5. A knowledge of the merchandise is most important. Customer satisfaction is created by a knowledge of the goods which you are selling—a sales person should be familiar with the process of manufacture so that he can create interest by being able to discuss the outstanding points of the finished package.

6. For best results locate your candy department at a heavy traffic point in your store where it will be in reach of each adult customer. Eye level displays create more candy sales than any other type.

7. Advertise your candy department. This may be done by using newspaper mats in your local papers, postal cards for a personal mailing list or handbills for your monthly statements. After this has been done the surest way to capitalize on this advertising is to have a sales contest between your clerks, either by PM or monthly prizes.

Quoting from a man who has been very successful in selling candy and whose retail sales amounted to more than $6,000.00 last year: "I have found through attractive interior and window displays that candy can be sold with the least resistance and that often many new sales are created by the display. When we have a candy display in our window our sales increase approximately 200%. This we attribute to the fact that the customer is familiar with the candy and is reminded of it at the point of sale."

Gentlemen, as you realize, candy is a full priced item in your store and is one of the

(Continued on Page 31)

North Carolina News Notes

About $500 worth of jewelry was stolen from the Butler and Lee Drug Company of Dunn on the night of January 12. The robbery was discovered by **Jerry Butler**, one of the proprietors of the store, when he opened up on the following morning.

The thieves entered the store through a skylight, broke into three jewelry cases and scooped up 12 to 15 expensive watches, several lockets and other articles of costume jewelry. They also got between $25 and $30 in cash from a register. There was no insurance.

C. O. Powers, formerly with Brown's Drug Store of Hillsboro, has accepted a position with Asher-McAdams Drug Store of Burlington. The prescription department of Brown's is being discontinued.

Horace Kee who has been connected with Jones Drug Company of Franklin, Virginia, for the past year has accepted a position with the Medical Arts Pharmacy, Norfolk, Virginia. One hundred and twenty doctors are located in the same building with "Horace" so he will have a good opportunity for detail work.

E. V. Stephenson of Madison Drug Co., Inc., Madison, N. C., is collecting foreign prescriptions. If you have any old ones in your files that can be removed, how about helping a worthy pharmacist by sending him one of them?

The Hill Horne Drug Company of Greenville, purchased by **Paul B. Bissette**, is being discontinued. The stock is being absorbed by the Bissette stores of Greenville and Wilson; the fixtures and equipment are for sale.

A very attractive photograph of **D. L. Boone**, Durham, appears on the front cover of the January issue of the *Southeastern Drug Journal*. An article relating to the life of Mr. Boone will appear in the February issue of the *Southeastern Drug Journal* written by Miss Alice Noble.

Miss Antoinnette Salley spent the Christmas holidays with her parents, **Mr. and Mrs. Moss Salley** of Asheville. Miss Salley is Vice-President of the Freshman Class at Duke University.

Lee Moose was an early-in-the-year visitor to Asheville, acquainting the druggists with the new plan of instruction for pharmacists and sales people.

James W. Harrison attended a convention (hamfest) of North Carolina Radio Amateurs, held in Charlotte, January 12. He reports no lessening of interest in amateur radio despite the curtailment of many activities due to the emergency. Mr. Harrison is operator of his own station: W4FSE.

Miss Margaret Johnson, daughter of **Roy Johnson**, Asheville, has been seriously ill with influenza for the past few weeks.

Mr. and Mrs. Beaman Pinner have returned from a brief vacation in South Carolina. Mr. Pinner operates Pinner's Drug Store in Asheville.

R. H. Gregory, Jr. and **Robert Wimberley** have purchased Thompson's Pharmacy of Rocky Mount from **G. Miller Thompson.**

Friends of **H. C. Greene** of Charlotte will be glad to know that he has recovered from head injuries suffered this past fall. He is now connected with the Wesley Heights Pharmacy of Charlotte.

Moss Salley, Asheville, has recovered from a bout with the flu which put him in bed for a week.

New fixtures are being installed in the Grove Park Pharmacy of Asheville. **G. W. Matthews** is the popular and progressive manager of this drug establishment.

L. J. Stanley of Charlotte spent several days in New Orleans immediately before and after the "Sugar Bowl" game.

William Woodward, Charlotte Street Pharmacy, is the first draftee from an Asheville Drug Store. He was inducted into the Army under the Selective Service Act and left for Fort Bragg on January 17.

O. L. Johnson has accepted a position with the Elizabeth Drug Store, Charlotte. He was formerly connected with Wesley Heights Pharmacy in that city.

Wooten-Hall Drug Store and Saunder's of Fayetteville are now operating on a twenty-four hour basis.

A. K. Hardee, Jr., of Graham, purchased the Park Place Pharmacy, No. 2, of Charlotte on January 1 and will continue to operate the business under the name: Hardee Pharmacy. **H. W. Wohlford** who has been with Park Place for a number of years

will remain with the new organization as pharmacist. We wish for Mr. Hardee every possible success in his new business venture.

The Lee Drug Store of Jonesboro was recently purchased by **Fred Ray** of Sanford and **R. N. Watson** of Jonesboro.

J. D. Dover of Hand's Pharmacy, North Charlotte, has been confined to his home for the past week with influenza.

Births

Mr. and Mrs. F. W. Dayvault of Lenoir announce the birth of a six and one-half pound girl, Joanna, on December 7. Mr. Dayvault, a graduate of the State University School of Pharmacy and a charter member of Rho Chi, has operated Dayvaults Drug Store of Lenoir since 1937.

Deaths

Robert Henry Thomas, age 44, died January 9 in the Veterans Hospital, Fayetteville, following a long period of declining health during which time he received treatment in several hospitals. Mr. Thomas was connected with Gurley's Drug Store of Sanford for a number of years. In 1927 he purchased the store and continued to operate it under the name, Thomas Drug Company, until a few months ago.

A son of the late James Oliver and Mary Morgan Thomas of Haywood, Chatham County, Mr. Thomas moved to Sanford when a young boy with his parents. When the World War began, he was the first man to leave Lee County to enter service. Going to Raleigh, he enlisted as a private in Company B, 120th Infantry, 30th Division, and was in active service overseas for several months. While in service he received injuries to his foot from which he never fully recovered.

Mr. Thomas was a member of the Methodist Church, the American Legion, Sanford Lodge of Masons and was also a Shriner and a member of the Junior Order of United American Mechanics. He is survived by his wife. Their only child, Bobby, died a few years ago at the age of 12.

Funeral services were held at Sanford on January 10 and burial made in Buffalo Cemetery. Members of the American Legion took part in the services at the grave.

Mrs. Gilliam Grissom, age 67, died at her residence in McLeansville on December 25 following an illness of three years. She is survived by her husband, former collector of internal revenue in North Carolina, and a son, Professor Lawrence Grissom of New York City.

Funeral services were held at the residence in McLeansville on December 26 and the body taken to Duke Hospital for cremation in accordance with Mrs. Grissom's request.

Marriages

The marriage of Miss Dorothy Elizabeth Miller, daughter of Mr. and Mrs. Frank Mills Miller of Bethleham, Pa., and **Amos Halsted Cornwell** of Lincolnton, took place Saturday, January 4, in the First Presbyterian Church, Bethlehem.

The bride was attended by Miss Mary Tice, of Bethlehem, a college classmate. Jack Barron of Lincolnton was the bridegroom's best man.

The bride was graduated from Bethlehem High School and Duke University. She is a member of Phi Mu sorority and has been teaching in the Lincolnton High School. The bridegroom is a graduate of the State University School of Pharmacy and has operated the Economy Drug Co. of Lincolnton for several years. He is a member of Kappa Psi, Rho Chi, the N. C. P. A. and took an active interest in student activities while at the University. During his fourth year at the University he served as President of the School of Pharmacy Student Body.

The couple will be at home on Cedar Street, Lincolnton, after January 13.

Boyce Hunter Recovers from Rabbit Fever

Boyce Hunter of Myers Park Pharmacy, Charlotte, has returned to his work after a serious illness caused by rabbit fever.

Mr. Hunter, who owns a farm near Charlotte, went hunting on Thanksgiving Day with a number of his friends. Returning home late in the evening with several rabbits which he had killed, he decided to skin one of them.

Fever developed several days later and for a time ran as high as 103 degrees. Friends of Mr. Hunter will be glad to know he has recovered and is able to be back in the drug store.

SWEETEN YOUR PROFITS

(Continued from Page 28)

few departments that have not been affected by cut prices. The Department of Agriculture in checking 25,000 stores last year determined that candy was the most profitable item stocked.

Carry a complete selection of candy from the small items through the package goods, keep it fresh, display it effectively and you can be assured of "sweet" profits from this department.

Branch of N. C. P. A. Women's Auxiliary Organized in Asheville

Mrs. John K. Civil, President of the Women's Auxiliary of the N. C. P. A., spoke to an enthusiastic gathering of druggists' wives and wives of men affiliated with the drug business in Asheville on January 17. The meeting was held at the Biltmore Forest residence of Mrs. Lloyd Jarrett who acted as hostess to the State President.

Following the address by Mrs. Civil a branch of the N. C. P. A. Women's Auxiliary was organized. Officers elected to serve during 1941 are: Mrs. George Matthews, President; Mrs. B. L. Meredith, Vice-President; Mrs. Edwin Nowell, Secretary-Treasurer and Mrs. F. A. Powell, Corresponding Secretary.

Mrs. John Goode, Mrs. Joseph Claverie and Mrs. Gary Hughes assisted Mrs. Jarrett with the entertainment which followed the organization activities.

Federal Pharmacy

Federal Pharmacy is the name of R. T. (Bob) McNair's newly established store in Rockingham which is located on Federal Highway No. 1 directly opposite the Federal Court Building. A new Pitteo front and Armstrong asphalt tile floor have been installed.

Mr. McNair, former member of the N. C. General Assembly, has operated the McNair Drug Co. of Rockingham for many years. The latter business has been discontinued and the stock moved to the new location.

It Pays You in Dollars

MR. DRUGGIST, it will pay you in dollars to keep adequate stock of Capudine. Our intensive newspaper advertising in North Carolina, with regular insertions every week, reaches over one million people. THAT'S BOUND TO BRING CUSTOMERS TO YOUR STORE.

So stock up now . . . buy the $8.00 deal and get the extra 5% bonus. With this DEAL every sale means EXTRA PROFIT, both by the package and at the fountain.

Give Capudine a prominent display on your counter. It's a sure repeater and a generous profit maker.

Write for dose measure glass, counter cards and dummy cartons.

CAPUDINE CHEMICAL COMPANY
RALEIGH, N. C.

2 Repeaters that Pay You
100% PROFIT!



O-N PRODUCTS

Sold on Money-back Guarantee

ADVERTISING
NEWSPAPER, MAGAZINE
RADIO, BASEBALL AND
FOOTBALL SCHEDULES



Order from Your Jobber

Owen Drug Company, Salisbury, North Carolina

You Can Build a Reputation

for your store by serving–

Southern Dairies
ICE CREAM

Produced under the Sealtest System of Laboratory Protection

Sealtest — The Sealtest System of Laboratory Protection
Southern Dairies Ice Cream
Tested and Approved — Good Housekeeping Bureau

Sani-Glas...

The outstanding advancement made in prescription practice in years.

PEABODY DRUG COMPANY
DURHAM, N. C.

POWERS-TAYLOR DRUG COMPANY
Richmond, Va.

Wholesale Druggists
Importers & Jobbers
Druggists' Sundries & Fancy Goods

We solicit your orders
Our experience of over 70 years insures our ability to serve you satisfactorily

THE NEW LABELS

New labels are obligatory in States that have passed laws similar to the Federal Drug Act and on all Interstate sales.

The principal changes in copy for U.S.P. and N.F. Shop Labels are; the clause on preparations containing narcotic and hypnotic drugs:
"Warning, May be habit forming"

The caution on labels for laxative preparations:
"Should not be used where there is abdominal pain, nausea, or other symptoms of appendicitis. Habitual use should be avoided."

And all labels:
"To have more adequate dose and directions."

McCourt Shop Labels - rolls or flat - meet all State and Interstate Requirements

Make sure your labels are correct by buying McCourt Roll Labels.

Genuine McCourt Roll Labels are sold only by McCOURT

WRITE FOR CIRCULARS

McCOURT LABEL CABINET CO.
Authority on Drug Labels for 35 Years
58 BENNETT STREET, BRADFORD, PENNA.

Purepac Laboratory Tested PRODUCTS

The Line of MERIT and DISTINCTION



GOOD HOUSEKEEPING SEAL — Tested and Approved with 5040 Good Housekeeping Bureau — OF APPROVAL

QUALITY PRODUCTS — LONG PROFITS

SMALL INVESTMENT — QUICK TURNOVER

Advertising and Sales Helps

Prompt Deliveries From Our Stock

Distributed by

OWENS & MINOR DRUG CO.

Incorporated

Richmond, Virginia

When the Customer Says "Ice Cream"

. . . That's Your Chance to build a reputation for your store

Southern Dairies

ICE CREAM

Produced under the Sealtest System of Laboratory Protection assuring uniformly high quality.

Sealtest — Southern Dairies Ice Cream — Tested and Approved with Good Housekeeping Bureau

The Carolina Journal of Pharmacy

PUBLISHED MONTHLY BY THE

NORTH CAROLINA PHARMACEUTICAL ASSOCIATION

AT CHAPEL HILL, N. C.

W. J. SMITH, MANAGING EDITOR

Entered as second-class matter July 5, 1922, at the post office at Chapel Hill, North Carolina under the Act of March 3, 1879

Annual Subscription, $1.00 — Single Numbers, 15 Cents

Vol. XXII — MARCH, 1941 — No. 3

Officers of the North Carolina Pharmaceutical Association for 1940-41

President, also Chairman of Executive Committee.....Joe Hollingsworth, Mt. Airy
Secretary-Treasurer.....W. J. Smith, Chapel Hill
Secretary-Treasurer N. C. Board of Pharmacy.....F. W. Hancock, Oxford
Chairman of the Legislative Committee.....Paul H. Thompson, Fairmont
General Counsel, also Executive Secretary Fair Trade Committee.....F. O. Bowman, Chapel Hill
Local Secretary.....I. T. Reamer, Durham

A Pharmacy Investment

By Dean J. Allen Reese

What is the best single investment a pharmacist can make? Which one will pay him the greatest dividends? In my opinion there is but one answer: membership in his state and national associations. The status of no profession has improved as much as pharmacy in the last ten years. This has been brought about by the combined efforts of the pharmacists of this country, not by the efforts of any lone individual.

If there had not been state and national associations, do you think for a moment that pharmacists would be given professional status by the Personal Classification of the United States Civil Service Commission? Do you believe that pharmacists would receive commissions in the U. S. Army? That pharmacists would be employed in Public Health Service, Alcohol Administration, the Bureau of Narcotics, the Food and Drug Administration, the Veterans' Administration and other positions of equal importance? *Would there have been any Fair Trade Laws?*

There is one sure way for a pharmacist to develop a real appreciation of his state and national associations and that is to take a few minutes and picture in his mind the position that pharmacy would occupy without these organizations. Who would want to attempt to practice the profession under these conditions?

The late Dr. Crockett always considered membership dues in our organizations as insurance payments for the protection of the profession against the ravages of outside forces and for the purpose of cementing the bonds from within. In my opinion these payments constitute the best insurance we can have.

Every pharmacist should consider it not only a privilege but a duty to be an active member of his state pharmaceutical association and at least one national pharmaceutical organization.—*K. P. News.*

Friends of Dean J. G. Beard will be glad to know he has returned to Chapel Hill after a leave of absence from the State University and has resumed his work at the School of Pharmacy. A hearty, sincere "Welcome Home" to you, Dean Beard.—W. J. S.



The gentlemen pictured above are two of North Carolina's most progressive pharmacists. On the left is P. L. Thomas, son of pharmacist E. R. Thomas of Erwin. The professionally attired pharmacist on the right is C. H. Oakley, who, with Mr. Thomas, jointly owns and operates the Thomas and Oakley Drug Store in Roxboro. The prescription department, fully equipped and modern in every respect, is a credit to the ability and hard work of these two young pharmacists.

"Tobaccoland," a professionally produced sound movie by March of Time, will be available for the Durham Convention in May provided a sufficient number wish to see it. The movie, made in North Carolina, shows the growing, curing, selling and processing of tobacco. If you are interested in seeing this movie, drop a card to I. T. Reamer, Duke Hospital Pharmacy, Durham.

If you are in the market for some used drug store fixtures and equipment, write W J. Smith, Drawer 151, Chapel Hill, and he will be glad to put you in touch with individuals who have such merchandise for sale.

Greensboro Drug Club

"How to take an order over the telephone," a thirty-minute movie presented through the courtesy of Southern Bell Telephone Co., was the highlight of the regular monthly meeting of the Greensboro Drug Club on the night of February 14. R. J. Sykes, President of the local Club, presided.

Bill Collecting Bad in Franklin County

Dr. Herbert G. Perry, Louisburg physician, filed bankruptcy papers in Federal Court, February 11, listing assets of $26,-100 and debts of $35,711.56. Dr. Perry said Franklin folk owed him $211,300 in open accounts but he wasn't optimistic about collecting. He valued his accounts receivable at $500.

Apparently druggists are not the only folks who have trouble with their charge accounts.

Durham Convention

The following resolution presented at the 1940 Charlotte Convention was referred to the Executive Committee by Roger McDuffie, Chairman of the Resolutions Committee:

Whereas, a three-day convention necessitates a druggist's being away from his business for too long a period of time, and

Whereas, it is believed that all convention business can be taken care of in two days, therefore

Be it Resolved, that we return to the old plan of beginning the meetings with an evening session and concluding the convention two days later.

On January 31 the Executive Committee decided to favor the above resolution and voted to begin the Durham Convention on the night of May 13 (Registration open at 2:30 P.M.) and to close with the T. M. A. entertainment two days later.

1941 Legislative Program

Members of the N. C. Board of Pharmacy and the N. C. P. A. Executive Committee met with the Legislative Committee in Raleigh, January 31. The joint group adopted a legislative program in line with the recommendations of the Charlotte Convention.

J. Leslie Crawford of Pikeville, Wayne County Representative, and R. T. Fulghum, Johnson County druggist and member of the House of Representatives, met with the joint group.

The Executive Committee, meeting in late afternoon, examined the records of the Secretary-Treasurer, set the dates of the Durham Convention and elected Miss Alice Noble an Honorary Member of the North Carolina Pharmaceutical Association.

For the latest news from Raleigh, refer to Attorney Bowman's Legal Section.

Average Credit Ratings

Who pays his bills the most dependably—butcher, baker, or candlestick maker? The National Association of Finance Companies arranged the following list by occupational groups on a percentage basis:

Office Clerks	92	Auto Mechanics	60
Retail Grocers	90	Janitors	60
Store Managers	89	Tenant Farmers	59
Other Retailers	89	Brickmasons	59
School Teachers	86	Fire & Police	58
R. R. Trainmen	86	R. R. Trackmen	58
R. R. Shopmen	85	Coal Miners	57
Retail Clerks	83	College Students	56
Dentists	82	Dom. Servants	55
Doctors	80	Carpenters	53
Nurses	71	Hotel Help	48
Farm Owners	71	Auto Salesmen	47
Factory (men)	70	Com. Laborers	46
Salesmen, Trav.	69	Restaurant Help	45
Gas Station Men	63	Barbers	43
Factory (women)	61	Truck Drivers	43
Lawyers	61	Painters and Dec.	38

Note: We do not guarantee any accounts with a rating of 92.

Merchandising Clinic

What? "Merchandising Clinic" sponsored by the State Department of Distributive Education in co-operation with the Greensboro Drug Club, Justice Drug Company and the North Carolina Pharmaceutical Association.

Where? O. Henry Hotel, Greensboro, North Carolina.

When? March 5, 10 A.M. to 10 P.M. (Registration begins at 9 A.M.).

This one-day program is being staged for you, Mr. Druggist and Drug Clerk, to help you become more familiar with modern merchandising methods and to acquaint you with the problems of your fellow druggists. Make your plans now to attend this meeting. Send your clerk, Mr. Proprietor, if you find it impossible to attend; send him this way if you must, but be sure your store is represented when the school bell rings for another round of merchandising ideas.



Program

MORNING

9 to 10 REGISTRATION.

10 to 10:30 Address of Welcome by R. J. Sykes, President of the Greensboro Drug Club. Response by Joe Hollingsworth, President of the N. C. P. A. "Trends in Pharmacy" by W. J. Smith. A brief explanation of the program. Ralph Rogers, President-Elect of the N. C. P. A., will preside during the meeting.

10:30 to 11 "Candy—A Profitable Item for the Retail Druggist" by H. L. Hitchcock, sales representative of the Hollingsworth Candy Company. Practical selling ideas from a man who has had fifteen years of experience in merchandising candy.

11 to 12 "More Prescriptions" by Doctor Ralph Clark, Pharmacy Service Department, Merck and Company. Practical ideas on how to increase your prescription volume.

12 to 1 "Professor I. Q. & S." of Elixir University.

AFTERNOON

1 to 2 Lunch

2 to 2:30 "The Retail Drug Institute" by W. Lee Moose. A discussion of the distributive education program now underway in Greensboro, High Point, Burlington, Reidsville and nearby towns.

2:30 to 3 "The Legislative Situation in Raleigh" by F. O. Bowman. A discussion of the 1941 General Assembly and its effect on the drug business in North Carolina.

3 to 4 "Sundae School at the Soda Fountain" by J. M. Cates, Jr., sales representative of Southern Dairies, Inc. Ice Cream Dipping, Fountain Tune-Up, Color and Displays for Special Days and Suggestions for Sundae Making will be considered by the speaker.

4 to 5 "Tar Heel Personalities" by four successful druggists who will discuss problems common to all drug stores. J. A. Goode of Asheville will discuss Fair Trade; T. C. Yearwood of Charlotte, "Problems in Drug Store Management," etc.

5 to 6 "Open Forum" conducted by Roger McDuffie. Here's a chance to express yourself; to tell the Association what can and should be done to improve the drug business in North Carolina.

6 to 6:30 Seventh Inning Stretch.

NIGHT

6:30 to 7:30 Informal dinner at the O. Henry Hotel followed by "Fun with Magic" presented by Thomas Hood of Dunn. T. G. Crutchfield will have charge of the dinner and entertainment features of the meeting. A registration fee of $1.25 will be charged each person attending the program, one dollar of which will be used for the dinner.

7:30 to 8 "The Wholesaler—A Service Partner for the Retail Druggist" by P. A. Hayes, President of Justice Drug Co. and the National Wholesale Druggists Association. Methods for increasing your business will be considered by the speaker.

8 to 9 "What Vitamins DO FOR US," a thirty-minute movie covering the function and sales possibilities of vitamins by Douglas Graham, Professional Products Manager of E. R. Squibb & Sons. This was one of the "hit" features of the Asheville Clinic.

9 to 10 "Essential Oils—From Flower to Flask." A series of educational movies on the production of essential oils. Presented by George R. Fellows, Atlanta Representative of Fritzsche Brothers, Inc.

FINALE

Retail Drug Institute Clicks

Attendance at the meetings of the Retail Drug Institute held in Greensboro, High Point, Burlington and Reidsville to date has been good with a great deal of interest being manifested by the enrollees. Thus far two programs have been presented in each place (four in Greensboro) with six more scheduled for each town within the next six weeks.

"Pharmaceutical Laws and Regulations," with particular emphasis on the State and Federal Food, Drug and Cosmetic acts, was the subject discussed by the instructor during the first two classes. Among the subjects to be considered on future programs are: "The New Psychology Applied to Selling," "Modern Drug Store Merchandising," "Vitamins," "Dental Medicine," "Sources of Information for the Pharmacist," "Store Arrangement—Display" and "Promoting the Use of U. S. P. and N. F. Remedies."

Excerpts from letters received from pharmacists participating in the classes:

"While we have held but two sessions to date, I am firmly convinced that the Association and the Board of Pharmacy are to be congratulated on their foresight in cooperating with the Department of Education in promoting this activity. We have for a number of years needed something that would enable us to study our problems collectively under proper leadership. In this Drug Institute we have found what we needed. With the proper publicity it can educate the public to the fact that the pharmacist of North Carolina is a professional man and not just a merchant. Too much importance cannot be attached to the proper publicity and regular attendance at these meetings." **C. M. Andrews of Burlington.**

"In my opinion, one of the most progressive steps ever taken by organized pharmacy in North Carolina was the launching of the Retail Drug Institute. Drug store men are usually too busy to attend clinics or take refresher courses in college like other professional men. The Retail Drug Institute fills a much felt need in that it brings to the pharmacists of every community in the state an instructor who is well qualified to diffuse worthwhile knowledge of matters pertaining to the retail drug business." **Roger McDuffie of Greensboro.**

"The Retail Drug Institute is offering the druggists of the State a real oportunity to acquaint themselves with the problems facing them today and how to meet them. I believe, if the druggists will give their full co-operation in attendance and support, that much good will come of this movement." **Wayne Russell of High Point.**

". . . from the first meeting there are already visible evidences of friendlier attitudes, better understandings and higher conceptions of duties and responsibilities." **T. J. Ham, Jr., of Yanceyville.**

"Having read accounts of Retail Drug Institutes held in other sections of the country, I was delighted to have an opportunity to attend the Institute at Reidsville under the capable leadership of Mr. Moose. At the first few meetings the new Food, Drug and Cosmetic Act has been the center of discussion. Although I had read this Act on several occasions, this was the first time that I had been able to understand many of its phases. These meetings offer an opportunity for the druggists of this section to get together, discuss and solve many of their problems, and I am looking forward to other meetings of this type in the future." **E. V. Stephenson of Madison.**

The Possibilities for Success as a Retail Pharmacist in North Carolina

J. A. Creech and R. A. Kiser

Jack A. Creech of Salemburg and Ray A. Kiser of Lincolnton recently completed a survey of North Carolina druggists on "The Possibilities for Success as a Retail Pharmacist in North Carolina." Fifty questionnaires were mailed to pharmacists operating stores in 34 towns in this State. From the fifty questionnaires mailed out thirty-five answers were received. The results are tabulated below:

Q. 1. Number (1, 2, 3, etc.) the following qualifications which you consider essential in a pharmacist in the order of your preference: (a) Personality, (b) Professional proficiency, (c) Experinece, (d) Character and integrity, (e) Personal appearance.

A. 1.

Characteristic	*rank(1)*	*rank(2)*	*rank(3)*	*rank(4)*	*rank(5)*
Professional proficiency	5	12	11	4	2
Personality	14	7	7	4	1
Experience	2	7	8	8	9
Character and integrity	11	7	6	9	0
Personal appearance	0	2	3	8	19

Q. 2. Do you think that a course in interior decorating and merchandising of sufficient importance to be incorporated in the pharmaceutical curriculum?

A. 2. Yes: 25. No: 10.

Q. 3. If you had two applicants for a position as a registered pharmacist, one a man, the other a woman, and both with equal qualifications, which would you choose?

A. 3. Pharmacists preferring women employees 2 out of 35. Pharmacists preferring men employees 32 out of 35. Pharmacists without preference as to sex of employees 1 out of 35.

Q. 4. Do you prefer married or single pharmacists as employees?

A. 4. Pharmacists preferring married employees 22 out of 35.

Q. 5. Approximately what salary (in dollars per month) could a pharmacist expect in your town with only the required minimum (one year) of drug store experience?

A. 5.

Those paying	$100	$125	$150	$110	$120	$135	$140
	9	11	6	1	1	3	3

Q. 6. (a) Approximately what salary (in dollars per month) could a pharmacist expect after 5 years of satisfactory service to his employer and assuming normal business years? (b) Approximately what salary does a head fountaineer receive in your store? (c) How many registered pharmacists work in your store including yourself?

A. 6.

(a) Those paying		$125		$140		$150	$165	$175	$200
		3		1		12	2	8	8
(b) Those paying	$60	$65	$70	$75	$80	$85	$90	$100	$175
	2	2	1	12	3	4	1	7	1

(c) 10 stores employed 1 registered pharmacist. 21 stores employed 2 registered pharmacists. 2 stores employed 3 registered pharmacists. 2 stores did not give the number of employed pharmacists.

Q. 7. (a) What is the population of your city? (b) How many drug stores are there in your city? (c) What do you consider an adequate number of drug stores for your city?

A. 7. (a) The populations of the towns covered in the survey varied from 600 to 97,000 with an average of 14,862. (b) The average number of drug stores in the towns covered by this survey was 9. (c) The adequate number of stores is 6 (based on the answers received on the questionnaires returned).

Q. 8. (a) Make a guess as to the stock investment and gross income of the average drug store in your city. (b) Number the following departments (1, 2, 3, etc.) in your store as they make up your net income: (A) Cosmetic, (B) Prescription, (C) Fountain, (D) Patent Medicine.

A. 8. (a) The average stock investment in stores represented in this survey is $8,953.13. The average gross income of stores represented in this survy is $24,053.57.

(b)

Department	*rating 1*	*rating 2*	*rating 3*	*rating 4*
Prescriptions	20	2	4	2
Cosmetics	0	5	4	20
Fountain	5	12	10	1
Patent medicine	2	11	10	6

Q. 9. (a) Do you believe that pharmacy shows signs of improving as a means of making a living? (b) Do you believe that pharmacy is gaining prestige as a profession?

A. 9. (a) Twenty-seven of the pharmacists represented in this survey believe that pharmacy shows signs of improving as a means of making a living. Eight pharmacists did not believe that pharmacy shows signs of improving as a means of making a living. (b) Thirty pharmacists believe that pharmacy shows signs of gaining recognition as a profession. Five pharmacists believe not.

Q. 10. Please add any information or personal comment which you consider pertinent to this report.

A. 10. (a) "Good registered pharmacists are hard to find. For example, I had 14 applicants for a position as registered pharmacist, and not one of them was satisfactory. I finally hired a registered assistant." (b) "I recommend the addition of industry and hard work to the qualities mentioned in question 1." (c) "I would prefer a married man if I was single." (d) "Pharmacy like any other profession will provide a good income if you work hard." (e) "In order for pharmacy to improve as a profession and as a means of making a living, drug store standards must be established and the number of drug stores must be limited to the population." (f) "Pharmacists will benefit by organizing and working together." (g) "Refresher courses should be offered for practicing pharmacists to enable them to keep abreast of the time and help them to retain their interest in their profession." (h) "Professional pharmacy is our only hope." (i) "Pharmacy is definitely gaining recognition as a profession." (j) "The pharmacy student should have some experience in taking prescriptions over the phone."

1941 Honor Roll

The names of the first 100 members to mail their Association dues to the Secretary-Treasurer were published in the February issue of the JOURNAL. Since that time a number of additional payments have arrived but lack of space prevents our publishing the names of the contributors.

Two members, Fred Ray, Jr., of Jonesboro and W. C. Wrike of Graham, paid their 1941 dues last year. By error their names were omitted from the Honor Roll last month where they rightly belonged.

The Association is doing everything in its power to fight adverse legislation in Raleigh, particularly the Wage and Hour Act which will wreck the drug business of this state if it is enacted into law. If you haven't mailed your dues check to date, please do so at once in order that the officers of the Association may use their entire time to fight your battles in Raleigh.

We are indebted to **Pharmacist H. O. Holland** of Apex for the following poem:

ENOUGH OF HELL

The druggist stood at the Pearly Gate,
His face was worn and old.
He meekly asked the man of Fate
Admission to the fold.

"What have you done," St. Peter asked,
"To seek admittance here?"
"Oh, I labored as a pharmacist
On the Earth for many a year."

The gate swung open sharply
As Peter touched the bell.
"Come in," he said, "And take a harp,
You've had enough of Hell."

The Thirty-fourth Annual Meeting of the American Druggists' Fire Insurance Company

The Annual Stockholders and Directors Meeting of the A. D. F. I. Company was held in Cincinnati on February 11th and 12th. Because of the illness of some of the Board of Directors there was less than the usual number of shares of the Stock of the Company represented at the Meeting, but there was well over a majority representation.

During the year 1940 the Company experienced 657 losses which is more than for any other one year during the history of the Company, but fortunately many of these losses were comparatively small so that the net result to the Company was a little less than for 1939.

On January 1st, 1941, the A. D. F. I. Company had Capital and Surplus over all Reserves of $1,924,750.12 with Unearned Premiums or Re-Insurance Reserve amounting to $223,201.03, showing total available Surplus and Reserves for the protection of policyholders of $2,147,951.15.

At the Annual Meeting, the Board of Directors declared a dividend of 10% on the par value of the Stock, to Stockholders of record on February 12th, payable on March 1st.

The Stockholders at their Annual Meeting elected the following Directors: James H. Beal of Cocoa, Florida; Edw. W. Stucky of Indianapolis, Indiana; William C. Anderson of Brooklyn, New York; G. O. Young of Buckhannon, West Virginia; J. S. Rutledge of Akron, Ohio; Edward Voss, Jr., of Cincinnati, Ohio; John Weisel of Monroe, Michigan; Samuel C. Davis of Nashville, Tennessee; Walter Rothwell of Hatboro, Pennsylvania; P. J. Suttlemyre of Hickory, North Carolina; C. S. Heimstreet of Lake Mills, Wisconsin; H. M. Lerou of Norwich, Connecticut; Jos. A. Hottinger of Chicago, Illinois; J. Otto Kohl of Cincinnati, Ohio and W. P. Starkey of Cincinnati, Ohio.

The Board of Directors elected the following Officers for the ensuing year: James H. Beal, President; G. O. Young, Vice-President; W. P. Starkey, Secretary; Walter Rothwell, Treasurer; Edward Voss, Jr., Assistant Treasurer and David P. Pickrel, General Counsel.

On Tuesday evening, February 11th the visiting Officers, Directors and Stockholders, together with many of the local Stockholders, met at the Cincinnati Club at a Memorial Dinner in memory of Frank H. Freericks who from the beginning of the Company until his death the latter part of January, served in the capacity of Secretary and General Counsel. Brief memorial talks were made by J. Otto Kohl representing the National Association of Retail Druggists, Melvin Reid of the Ohio State Pharmaceutical Association, Harry Schmuelling of the Cincinnati Veteran Apothecaries Association and Gilbert Kurz, President of the Ohio Valley Druggists' Association. In the absence of President Beal, Senator G. O. Young of West Virginia was Master of Ceremonies. A brief biography of Mr. Freericks was presented by newly elected General Counsel, David P. Pickrel and a Tribute was added by W. P. Starkey for those in the Home Office who for many years had been closely associated with Mr. Freericks. The occasion was one which will linger long in the memories of those present.

Moose Speaks to Winston-Salem Drug Club

W. Lee Moose, Retail Drug Institute instructor, spoke at the regular monthly meeting of the Winston-Salem Drug Club on January 29. The speaker outlined the work which he expects to do under the distributive education program now underway in North Carolina.

W. A. Gilliam, President of the Club, presided over the meeting.

For Sale

To responsible party the controlling interest of the Brame Chemical Company, Inc. This company owns the formula and Trademark for Brame's Vapomentha Salve. Also a manufacturing plant and other equipment.

Interested parties please contact

Arthur Ross, Jr.

Asheboro, N. C.

LEGAL SECTION

Frederick O. Bowman, LL.B., *Editor*, Chapel Hill, N. C.

Legislation

This is written on February 17, 1941, and the Legislature has been in session forty-one days. All indications still point to one of the shortest Legislative Sessions that North Carolina has had in more than a decade. Withal, however, there is reasonable probability that fights may develop on some of the major pending legislation, such as appropriations, the raising of additional revenue to meet same, wage and hour measures, workman's compensation law, reapportionment or restricting bill, statewide referendum proposal, etc., that may result in a much longer session than is now anticipated.

In previous Legislatures both the Finance and Appropriations Bills have been introduced simultaneously. This time, the Finance Committee has completed its work on the Budget Revenue Bill, introduced it and the bill has passed its three successive readings in the Lower House and has been sent to the Senate. This body is expected to rush it through its three successive readings, as did the House so that this important Legislation will be enacted and out of the way.

The Appropriations Bill is expected to be introduced in the House and passed during the week. It is now felt that the revenue provided in the pending Revenue Bill will be sufficient to take care of the appropriations made. If this situation remains it is unlikely that further tax proposals will be offered. If otherwise, additional tax increases and perhaps new tax proposals will be submitted in order to balance the budget.

Legislation now pending of greatest importance to retail druggists are the Wage and Hour Bills (3 in number) and the proposed Compensation Law. The Wage and Hour Bill that will receive the strongest support is the one that has been recommended by a majority of the members of the Fair Labor Standards Commission, provided for by the 1939 General Assembly and appointed by Gov. Hoey. This measure has been endorsed by the present governor. It provides simply the striking out of the exemptions contained in the 1939 Act. The number of this bill is S. B. 127—H. B. 304, introduced in the Senate by Senator Clark of Bladen and in the House by Representative McEachern of Hoke, and was referred to Labor Committees of the House and Senate respectively, of which these two gentlemen are chairmen. A public hearing will be held before these Committees meeting jointly, but the date at this time has not been set. Your officers will expend every effort in trying to get an exemption to the bill protecting retail drug stores.

The proposed compensation law places all stores with five or more employees under this Act. As the law now stands retail establishments with seven employees and less are exempted.

All County Chairmen have been written some two or three times with respect to the proposed Prophylactic Bill which we hope to have introduced in the Legislature soon. Likewise, copies of the bill have been furnished the Officers and County Chairmen. These have been asked to contact not only their respective Representatives and Senators, but they have been urged to get their local physicians, health officers and welfare officers and druggists of their county to see their Representatives concerning this proposed legislation. It is obvious that the bill can not be enacted if it is proposed and sponsored only by retail pharmacists, since under the bill sales are limited to retail drug stores. Considerable ground work has been done in behalf of the measure in Raleigh and the reaction has been in some degree favorable. We shall continue this work until we think the time is ripe to have it introduced. It must be borne in mind

(Continued on Page 52)

Scott Drug Company Celebrates Half a Century of Service

On March 5, 1941, the Scott Drug Company of Charlotte will celebrate a half century of service to the retail druggists of North and South Carolina. The editors of the CAROLINA JOURNAL OF PHARMACY join with the many friends and customers of Scott Drug Company throughout the Carolinas in saluting this progressive wholesale drug house.

Reproduced below is part of a sketch on the "History of the Scott Drug Company" which appeared in the October, 1925, issue of the CAROLINA JOURNAL OF PHARMACY:

"Before 1891 there was not an exclusively wholesale drug house in the Carolinas. 'Wholesale and Retail' was the slogan in those good old days. While working the retail 'country trade' for Wilson and Burwell, 'Wholesale and Retail Druggists,' John M. Scott began to dream dreams of a business which would be strictly wholesale—that would distribute druggists' sundries, pharmaceuticals and everything carried by the most up to date retail stores, and that would have salesmen covering both the Carolinas. In those days that was a most ambitious dream, but results have shown that 'He builded better than he knew.'

"In March, 1891, Mr. Scott formed a $10,000 partnership with the late R. H. Jordan and launched upon the business sea under the name of Jordan and Scott, the first exclusively wholesale drug house in the Carolinas. From this very modest beginning the business grew from year to year. In 1900 Mr. Jordan retired from the firm and the establishment was incorporated under the name of John M. Scott and Co., with John M. Scott as president; Walter Scott, vice-president; and H. G. Harper, secretary and treasurer. The firm soon outgrew its quarters on Tryon Street and a large building of its own was erected on South College Street. Following the death of Mr. Harper, the secretary-treasurer, in 1923, the business was again reorganized and a number of faithful employees taken into the company to share in its success and responsibilities. The name of the corporation was changed to the Scott Drug Company with Walter Scott, president; Zeb M. Moore and S. J. North, vice-presidents; E. M. Hannon, secretary-treasurer; John M. Scott, chairman of the board of directors, which is composed of John M. Scott, Walter Scott, Zeb M. Moore, S. J. North, E. M. Hannon, J. B. O'Bannon, W. L. Pierce, John W. Bennick and J. R. Henderson."

Officers of the Scott Drug Company at the present time are: John M. Scott, President; Walter Scott, Jr., Vice-President; E. M. Hannon, Sec'y & Treas.; J. W. Bennick, Ass't Sec'y & Sales Manager and J. L. Fesperman, Ass't Treasurer. The sales force is composed of ten men: A. S. McCord, R. C. Cagle, Nick Schmitt, D. F. Norman, E. R. McIntyre, A. M. Gwynn, L. C. Sappenfield, Horace Hovis, W. L. Dunn and William Ardrey.

The University Pharmacy Senate

Fred Dees, Jr.

The Senate has just passed its first birthday, having been organized in February, 1940. At times it has been a hard fight to keep the organization going but through the interest and co-operation of students and faculty members, it has successfully survived its first year. By the time this goes to press, we will have been recognized by University officials as an active campus organization.

The Winter Quarter activities have thus far brought forth the following interesting topics for discussion: "Detailing the Physician by the Pharmacist"; "The Possible Success of Pharmacists in North Carolina" and "Policies in Pharmacy." The student members have presented these subjects very ably and the knowledge gained should prove of value in later years.

An attractive key for the Senate has been selected and orders are now being accepted. Any alumni member of the Senate who graduated in good standing may obtain one of these keys by writing Bill Sheffield, 210 Cameron Avenue, Chapel Hill. The price of the key will be $3.00.

The constitution has been drawn up and approved by the Senate and each member has been presented a copy.

As the Senate moves into its second year, its members are resolving to make it a more beneficial and practical organization in the future. Any suggestions made by JOURNAL readers for improving the organization will be gladly received.

Minimum Requirements for Prescription Department Effective January 1, 1941

H. C. McAllister of Chapel Hill

The North Carolina Board of Pharmacy at the November meeting in Chapel Hill used the regulatory power granted it by the Act governing the practice of pharmacy to make a regulation regarding the technical equipment of *new* drug stores to be opened after January 1st, 1941, as well as those changing ownership.

This regulation provides that certain technical equipment or apparatus must be *secured* and *maintained* by the store before a permit shall be issued by the Secretary of the Board. This has been found necessary in order to insure the public of properly compounded prescriptions in certain stores that open on the proverbial "shoestring." Such places have been found not to be properly equipped to render adequate prescription service.

The adopted list of equipment does not enumerate all that is desirable but represents that which, in the opinion of the Board of Pharmacy, is essential. Those who contemplate opening a new store or assuming ownership of an established store should consider this regulation before making such a move. The required list is as follows:

NORTH CAROLINA BOARD OF PHARMACY

It is hereby certified, under oath, that this store has and will keep on hand all apparatus listed below:

Glass Graduates

Apothecaries	Metric
1—60 Minim	1—10cc
2—2 Ounce	1—60cc
2—4 Ounce	1—125cc
1—16 Ounce	1—500cc

Or, one set of Apothecaries listed above but with Metric graduation as well.

Mortars and Pestles

1—2 Ounce, glass or porcelain
1—8 Ounce, glass or porcelain
1—4 Ounce, Wedgewood
1—16 Ounce, Wedgewood

Glass Funnels

1—2 Ounce
1—8 Ounce
1—16 Ounce

Stirring Rods

3—Glass, assorted sizes
1—Hard Rubber

Test Tubes, Test Tube Rack and Holder

6—Hard glass test tubes (assorted sizes)
1—Each, Rack and Holder

Pill Tile and Ointment Slab

1—Pill Tile 10 x 12 inches
1—Ointment Slab 10 x 12 inches (minimum)

Balances

1—Sensitive to 1/10 grain
1—Sensitive to 1 grain
1—Rough Balance

Weights

1—Set Apothecaries, ½ grain to 2 Drams
1—Set Metric 1 Mgm to 100 Gm.
1—Set Avoirdupois, ¼ ounce to 5 pounds

Sieves

1—Set official sieves or flour sifter

Suitable facilities for recording and filing prescriptions.

Spatulas

Stainless Steel	Hard Rubber
1—4 inch	1—Large
1—6 inch	1—Small
1—8 inch	

Usable Supplies (Adequate Supply of Each)

(a) Prescription Bottles, ½ to 32 ozs.; (b) Dropper Bottles, 2 Drams to 2 ozs.; (c) Pill and Powder Boxes, assorted sizes; (d) Glass Tablet and Liquid Vials; (e) Empty Capsules No. 00 to 5; (f) Weighing Paper; (g) Powder Cartons, 1 to 16 ozs.; (h) Duster Top Cartons, assorted; (i) Filter Paper, assorted; (j) Ointment Pots, ½ to 16 ozs.; (k) Ointment Tubes, assorted; (l) Labels, adequate supply; (m) Clean Towels, adequate supply.

Books

Latest edition of the U. S. P. and N. F. or a standard commentary on these two publications. New and Non-Official Remedies.

Signed.....

Subscribed and sworn to before me this.....day of....., 194.....

.....

My Commission expires..... Notary Public

Parke, Davis Display Wins Top Award

Back in the days of the Forty-niners, a pioneer pharmacist named Justin Gates left his California home town in a covered wagon, stocked with a variety of medicinal preparations, to assist physicians in their battle against disease that was rampant in the mining camps of the West.

Taking the spirit of Pharmacist Gates as typical of that of his entire profession, Parke, Davis & Co. developed an unusually attractive window display illustrating an arrival of the covered wagon pharmacy at a mining camp during an epidemic when medical supplies were badly needed.

The unit was developed as a token of cooperation with the pharmaceutical profession for use during National Pharmacy Week, observed late in October of 1940. So successful was the display and so distinguished its design and rendition, that the unit has now won Top Award in the Window Displays division of the 10th annual All-America Package Competition, sponsored by Modern Packaging Magazine.

Literally thousands of pharmacists upon seeing pictures of the display voluntarily made requisitions for same. After installation, numerous pharmacists voluntarily wrote the company to express favorable comments regarding the attention the display was creating among consumers. Numerous educators in various parts of the country have written, seeking copies of the display and many state and city museums have placed copies on exhibit, thus further demonstrating the effectiveness of the historical appeal here utilized.

The display was designed by George H. Gift, and produced by the Thomas A. Schutz Co.

The award trophies will be officially presented at the All-America Presentation Banquet to be held at the Stevens Hotel, Chicago, on April 2nd.

1939 Drug Sales Up

Retail Drug Sales in North Carolina during 1939 totaled $24,071,000 for an average of nearly $28,000 a store. 1939 business was 28 per cent ahead of 1935 but 4 per cent behind 1929. The average number of employees in the drug business during 1939 was 3,752 as compared with a total of 2,957 in 1929.

The total pay roll amounted to $3,184,000 in 1939; to $3,173,000 in 1929. Thus the average pay roll has decreased from $1,073 in 1929 to $848 in 1939. Compensation of proprietors is not included in the pay-roll figures quoted above.

Of the 26 North Carolina cities having a population of more than 10,000, Salisbury has the highest average volume of drug business with Gastonia trailing a close second. Greenville, ranking 26th, is at the bottom of the list.

Reliable reports reaching this office indicate that business during 1940 topped the 1939 figures considerably and every indication at the present time points to continued business expansion during 1941.

Trip to Eli Lilly and Company

A party of students from the State University School of Pharmacy will leave Durham on March 18 for a visit to Eli Lilly laboratories of Indianapolis, Indiana. The students will be accompanied by a number of registered pharmacists and alumni of the School. While in Indianapolis they will be the guests of Eli Lilly and Company at one of the local hotels.

The party will leave Durham at 1:45 P.M. on March 18 and go by way of Lynchburg and Cincinnati to Indianapolis, arriving in that city at 10:10 A.M. on March 19. The return trip will be via "Queen City Special" scheduled to arrive in Durham at 3:40 P.M., March 22. Estimated cost of the entire trip (food, transportation, etc) is $22.70.

St. Valentine's Night in Charlotte, N. C.

Mrs. Philip Van Every
Corresponding Secretary

Many sets were dancing at clubs and places where people congregate to make gay on holidays, but of all the sentimental crowds who were celebrating St. Valentine's, the Charlotte Druggist Auxiliary along with their husbands were the happiest, most lighthearted, most sentimental and the gayest.

We planned a grand party, but it turned out "grander" than that!!!

To begin with, the Red Fez Club is a "yummy" place to have a dinner dance. Facing the Catawba river lends glamour to the place and inside is a huge (and I do mean huge) fireplace which makes you love it all at once. Mrs. John K. Civil, our state president, and Mrs. D. L. Wheeler received the guests. We had our dinner in the regular dining room which is in the basement; and it looked simply beautiful. In the center of the officers' and honor guests' table, was a large Valentine box, white trimmed with oodles of red cellophane. Candle holders of milk glass holding tall red candles flanked each side of the tables, which had centerpieces of red and white sweetpeas with fern in shallow milkglass bowls. It really was artistic and made a very pretty picture. Favors were at each place, and these consisted of tiny boxes of candy. But on with our party!

Mrs. T. N. Edwards, our president, was visiting in Florida and so Mrs. Dan Wheeler, our vice-president, presided. (And I must add she did it beautifully). Mr. Clyde Webb asked grace.

Mr. E. H. Hemmle, president of the Drug Travellers here in Charlotte, sang "Short'nin Bread" and "The Old Mill Stream." He has a beautiful deep baritone voice, and it's a real treat to hear him. Everyone joined in to sing "The Old Mill Stream" and then got very sentimental and sang, "Let Me Call You Sweetheart."—Sigh! Sigh!

The "Dipsy Doodlers" played during the dinner and their string band is really good.

By that time, everyone was feeling happy and groaning besides, after a real chicken dinner with all the "trimmins!" So, we decided better we take some active steps by distributing the Valentines. Mr. John Civil distributed these and each person had to read his Valentine over the loud speaker. They were comic ones and each a riot.

And now the highlight of the evening—the prizes! First we will tell you of the men's prizes for they were our guests. Mr. John Civil won the fitted case given by Scott Drug Company. Mr. T. C. Yearwood won the Houbigant set and Mr. W. S. Obershain won the novelty gift which was a china dog and tiny fire plug.

Mrs. S. L. Bonney won the handkerchief of the month by Vogue, Mrs. R. H. Marston, a lovely compact, Mrs. C. W. Hagood, a huge box of Nunnally's candy, and Mrs. Dan Wheeler, a box of Scarlett O'Hara candy. Mrs. Jim Beaty won the Richard Hudnut set, and Mrs. Clyde Lisk, a lovely box of soap.

Mrs. John K. Civil, our state president, said, "Oh! I wanted that soap!" So, Mrs. Lisk went flying up to her table and presented her with a cake. With that, Johnny Bennick flew to the loudspeaker and said, "What do you want to do, give John one more good scrubbing?"

Mrs. Civil asked everyone who got a prize to personally thank the firms who donated that gift. She then told us that the Greensboro women were planning to organize an auxiliary, and that she thought the Durham, N. C. women would organize soon, since the N. C. Convention will be held there. As you know, she recently helped organize an auxiliary in Asheville, N. C. So we are looking forward to having these new auxiliaries.

Mrs. Wheeler thanked the committee for arranging the party, and Mr. C. H. Smith thanked them in behalf of the men.

A collection was taken of $5.50 for the Bundles for Britain.

Then everyone went upstairs to dance or play bridge.

Mrs. Civil was stunning in a beautiful French blue velvet dinner gown.

(Continued on Page 52)

General News Items

Fire on the night of February 10 partially destroyed the Pembroke Drug Company of Pembroke. The loss was partially covered by insurance. Several weeks ago the prescription department of Sutton's Drug Store, Inc., of Edenton was almost completely destroyed by fire.

W. H. Canaday, pharmacist with the Prince Drug Co. of Tabor City, is visiting relatives in Oklahoma and writes that he expects to return to North Carolina soon. **J. H. Stancil** of Selma is acting as relief pharmacist while Mr. Canaday is away.

Several weeks ago we received a letter from England with the wording, "On His Majesty's Service," at the top of the envelope. For a moment we thought it was an invitation to join and contribute to something but it turned out to be a request from the Director of the Science Museum Library, South Kensington, London, for a copy of the CAROLINA JOURNAL OF PHARMACY. It seems that No. 10, Vol. 21 didn't arrive. From the tone of the letter apparently the loss of No. 10 was more disturbing than Hitler's bombs.

P. A. Hayes left for Florida on Friday, February 14, and expects to return to Greensboro on March 3. P. A. certainly deserves a vacation because his work has tripled since he was elected President of the National Wholesale Druggists Association.

O. H. Lyon of Hollywood, California, writes that he is returning to North Carolina. Mr. Lyon operated a drug store in Plymouth, N. C., at one time.

P. J. Suttlemyre of Hickory is certainly a busy pharmacist these days. We know of two business trips he made to Cincinnati, Ohio, within the past three weeks.

We are indebted to **Wayne Russell** of High Point for an emblem which he designed for the N. C. P. A. Wayne, if you do not know, is a first-class artist.

Several weeks ago an eastern North Carolina druggist had a jar of Unguentine returned to him because it had no "onion" odor. The same pharmacist had a call for "Sanitary Oil Capsules."

L. M. Bobbitt's Sports Peerless Pride, one of the nation's most renowned field trial dogs was seriously injured while running a bird course near Farmington, N. C., on January 30. Twenty-three hours after the accident, the dog was found by a searching party at the foot of a 25-foot ledge. Traveling at high speed in a narrow wooden strip, the dog had apparently fallen over a washout in the terrain below. Sports Peerless Pride has been worth more than $10,000 to his owner.

If you have to do all your bookkeeping yourself, you will be interested in the simplified set of books which Doctor Paul C. Olsen has just compiled. It's simple as ABC and costs but $1. Send your order to Paul C. Olsen, 43rd St. and Kingressing Avenue, Philadelphia, Pa.

Paul Yount of the Smith Drug Store, Newton, is vacationing in Florida.

Kenneth Poston, of The Conover Drug Company, has enlisted in the National Guard. He is in the 105th Engineers, Company F, Fort Jackson, and has been promoted to Corporal.

Horace Yount, formerly with the Cherokee Drug Co. of Gaffney, S. C., and former partner in the Central Drug Co. of Newton, is now connected with the Conover Drug Company.

C. G. Hicks of Reidsville has accepted a position with Boon-Iseley Drug Company, Raleigh.

Paul Thompson, Chairman of the Legislative Committee, has called a meeting of this group at Raleigh on February 25.

Lee Moose reports a total registration of 83 in the Retail Drug Institute to date.

Plan to attend the Durham Convention, May 13-14-15

Board of Pharmacy Examinations

The next examinations of the North Carolina Board of Pharmacy will be held in Chapel Hill on June 17, 1941. Full information concerning the examinations may be obtained from Secretary-Treasurer F. W. Hancock, Oxford, North Carolina.

Marriages

Miss Lillian Miles and **B. C. Brown** were married at noon, Saturday, January 18, at Elm Street Christian Church, Greensboro. Only a few friends and relatives were present for the ceremony.

The bride was given in marriage by her brother, Charles Ray Miles, of Norfolk, Va., and attended by Miss Mildred Edmundson. Mr. Brown had Stephen W. Frontis for his best man and ushers were Robert Lankford, of Elkin and Lon D. Russell.

Mrs. Brown was graduated from high school at Germanton, where she made her home with her grandmother, and later from the School of Nursing at Memorial Hospital, Mt. Airy. Formerly on the staff of Wesley Long Hospital, she has been doing private nursing in Greensboro recently. Mr. Brown is a graduate of the State University School of Pharmacy, having received his license to practice pharmacy in 1931. He is associated with the Cecil-Russell Drug Co., Inc., of Greensboro.

After the ceremony the couple left for a trip to New York. After January 28 the couple will be at home at No. 7, Fairfax Apartments, East Bessemer Avenue.

Births

Mr. and Mrs. J. M. Hall, Jr. of Wilmington announce the birth of a girl on the night of February 4. Mr. Hall operates a drug store at Carolina Beach but for the past few months has been stationed at Camp Jackson with the National Guard.

Deaths

Henry Clay Ross, age 39, died January 8 following an illness of two weeks. He was critically ill for only 12 hours.

Mr. Ross, at the time of his death, was manager of Patterson Drug Company, Winston-Salem, and very active in the Winston-Salem Drug Club, having served as president of this organization during 1939-'40. He was educated at the University of North Carolina School of Pharmacy and received his license to practice pharmacy in 1926.

Mr. Ross was a member of Ardmore Methodist Church and Sunday School. He was a member of the Winston-Salem Lions Club, the North Carolina Pharmaceutical Association and at the time of his death was serving as Chairman of the N. C. P. A. Membership Committee and on the Fair Trade Committee.

Immediate survivors include the widow, who before marriage was Miss Juana Pinnix; one son, Jack; the mother, Mrs. H. E. Ross, Badin; two brothers and sisters and the grandmother, Mrs. B. J. Smith of Mount Pleasant. Members of the Winston-Salem Lions Club attended the funeral in a body; burial was in the Methodist Church Cemetery, Kernersville.

Doctor Aurelius McDonald Bennett, age 79, died at his home in Bryson City on January 20 following a heart attack. Funeral services were conducted from the Bryson City Presbyterian Church with interment in the Bryson City cemetery.

Doctor Bennett moved to Bryson City as a young druggist, later becoming a practicing physician. On January 1, 1889, he was married to Miss Mary Charlotte Hyatt, of Jackson County. On Jan. 1, 1939, Dr. and Mrs. Bennett celebrated their 50th wedding anniversary.

He was a member of the Bryson City Presbyterian church and had been one of its elders for almost 33 years. He was a charter member of Oconee Masonic lodge, and Tuckaseegee Chapter, No. 16, O. E. S. He was a 32nd degree Scottish Rite Mason and a Shriner. A former mayor of Whittier and Bryson City, Doctor Bennett was very active in civic and educational activities.

Surviving are two sons, Kelly E. Bennett, owner and manager of Bennett's Drug Store, and Dr. Percival R. Bennett; five grandchildren; one great-grandson and one half-sister.

J. Ernest Mull, age 43, died at his home in Winston-Salem the first week in January. He had been ill since last March and his condition had been considered critical for the past seven months.

Mr. Mull was born on October 2, 1897, in Morganton. He had lived in Winston-Salem since 1919 where he was a well-known druggist, having operated the Ardmore Drug Company.

He received his license to practice pharmacy in 1918 following his graduation from

the State University School of Pharmacy. He served during the last World War and at the time of his death was a member of the First Baptist Church, the Winston-Salem Lodge No. 167 A. F. & A. M. and the Clyde Bolling Post of the American Legion.

Survivors include his widow, who before marriage was Miss Lillie Spaugh; one daughter, Jane; and the mother, Mrs. Ida Mull of Morganton. The funeral services were conducted at the residence and interment was in Salem Cemetery.

Samuel Monroe Turner, age 38, of Burlington, died suddenly at Duke Hospital on February 16 after having been in the hospital only one hour. He had been taken suddenly ill about 11 hours before his death, which was caused by cerebral hemorrhage.

In 1930 Mr. Turner received a degree in education at the State University and after teaching for a number of years, returned and studied pharmacy, receiving a B.S. degree in 1938. For the past year and a half he had been connected with Mann's Drug Store of Burlington and prior to that was with the same organization in High Point and Reidsville.

On June 30, 1940, he married Miss Josephine Graham, of Burlington, who survives. Funeral services were conducted at Burlington on Monday, January 17, with burial in Union Ridge Church cemetery.

At the time of his death, Mr. Turner was serving as secretary of the Retail Drug Institute in Burlington. Druggists from Burlington and nearby towns attended the funeral services in a body.

Frank H. Freericks, Founder of the American Druggists Fire Insurance Company, died on January 23 at Cincinnati, Ohio, from pneumonia.

Mr. Freericks entered the retail drug business in 1891 and continued in that business until 1898 when he entered the Cincinnati Law School. He graduated from the Law School in 1901 and practiced for six years before organizing the insurance company.

At the time of his death he was serving as Secretary and General Counsel of the American Druggists Fire Insurance Co., a position which he had held since the beginning of the organization. He was a member of the American and Ohio Pharmaceutical Associations, the National Association of Retail Druggists, the Ohio Valley Druggists Association, the Veteran Druggists Association, a member of the Cincinnati and Ohio Bar Associations, the Cincinnati Club and a number of other civic and fraternal groups.

Quoting from a letter recently received from a close, personal friend of Mr. Freericks, "He was a loyal druggist, a smart lawyer, a fine personality, had pharmacy at heart and was one of its foremost leaders for the past 35 years. He was a splendid executive and organizer and a Christian gentleman."

The funeral, held on January 27, was attended by many representatives of the American Druggists Fire Insurance Company as well as local pharmacists and friends of the family. P. J. Suttlemyre, a member of the A. D. F. I. Board of Directors, attended the funeral service from North Carolina.

Asheville Branch of the Women's Auxiliary Holds Second Meeting

Mrs. F. A. Powell, Corresponding Secretary

Mrs. George Matthews, President, and Mrs. Edwin Nowell, Secretary-Treasurer, acted as hostesses to the Asheville Branch of the Women's Auxiliary during the second meeting of the organization at the Asheville Women's Club on February 11.

Mrs. Matthews opened the meeting with a short business session and invited Mrs. Lloyd Jarrett to explain the purpose of the organization and to invite those present to join. We are glad to report that everyone present joined giving us twenty-one members. Mrs. John K. Civil, who helped us organize our Branch, was elected an Honorary Member.

The first Friday in each month was decided on for our regular monthly meetings. Mrs. B. L. Meredith and Mrs. F. A. Powell will be hostesses for the next meeting on March 7 at the home of Mrs. Powell on North Griffing Blvd.

Following the meeting refreshments were served carrying out the Valentine Motif. Mrs. Richard Scruggs and Mrs. Fitzhugh Teague assisted the hostesses in serving tea.

Our Modern Methods of Contraception

S. W. McFalls, of Greensboro

(Continued from February issue of The Carolina Journal of Pharmacy)

3. Firm Cervix Caps—These are sometimes known as portio caps and are firm cervical caps. They are made either of metal, such as silver or chrome, or of bakelite, ivory or other firm materials. The caps are available in twelve different sizes ranging from twenty to forty-two millimeters in diameter and can be sterilized by boiling, or if of a semi-transparent bakelite-like substance is resistant to chemicals and heat. Women who are found to be unsuitable for the diaphragm or other methods are referred to this service for an examination to determine whether they might be suitable for firm cervical caps. The firm cap is still regarded as an experimental method and because of this a special effort has been made by clinics to keep a close watch over the women for whom it is prescribed. The patient is examined each time she returns to the center and the condition of the pelvic organs and of the cervix is especially noted. Smears are taken at frequent intervals to determine the type of cells and the bacterial flora in the cervical regions.[8] This type of cap affords another method from which to choose so as to select a process most suitable for the individual.

Sponge Method: Another method of mechanical occlusion is the simple sponge used with the lately much discussed Foam Powder, which contains soap substitutes having detergent and foaming properties. To the soap is added a diluent to serve as a colloidal protective and a small percentage of formaldehyde-para (trioxymethylene). The paraformaldehyde serves as a preservative and is also a spermicide. Upon agitation in the presence of moisture and air, the formula produces a copious foam which is stable.

The general formula for powders is:

a. A lathering agent, which consists of a salt of an aliphatic alcohol sulfate and sodium sulfate in equal quantities.

b. An inert diluent, corn starch.

c. Paraformaldehyde (trioxymethylene) 1.72 per cent by weight, added for its spermicidal and preservative qualities.

The powder is dispensed in a container with a sifter top.

Many different types of sponges are on the market made of different grades of rubber and of several sizes. The most suitable has been found by many clinics to be a small sterilized natural sponge from the Mediterranean Sea.[9]

How To Use: The woman is instructed to soak the sponge in water, squeeze out the excess fluid leaving it thoroughly wet, sprinkle a little of the powder on each side, and then knead the sponge lightly between the fingers until it is well covered with foam. If the foam does not appear readily, either more water or more powder is to be added until a thick lather is formed. The foam-covered sponge is to then be inserted deeply into the vagina prior to coitus and is to be left in place for several hours, usually until the next morning. Where douching facilities are available, the patient is advised to take a plain or soapy water douche at the time of its removal.

Experimentations: Laboratory tests conducted with this powder on animals were reported to have no harmful effects when applied to mucous membrane of the vagina or eye. Although Carleton, using a foam powder of an unknown concentration, noticed irritating effects upon the vaginal mucosa of two dogs, Cole and Bunde, experimenting on rats with the above foam powder formula, could not substantiate these findings. From their experiments[10] they concluded that daily injections of a suspension of this powder into the vaginae of rats caused no harm to the mucosa and had no effect upon the sexual cycles.

Survey: At the Birth Control Clinical Bureau in New York City a survey was carried out with foam powder. Of the 159 women who used the method, 122 were successfully protected by it during the period of use. Of these, 19 women used the method from one to two years; 57 used it from six

to eleven months; and 46 for less than six months. The total number of months of successful use for the entire group was 874 months, in 73 years. Of those who used the method successfully, 112 reported using it exclusively and consistently, while ten stated that they had used it irregularly, alternating with other methods. Fourteen patients, furthermore, after successful use for varied periods of time, later discontinued the method for various reasons. Some of the patients complained to minor discomforts, which was due to one or more of the chemical ingredients present—and many of these found that this disappeared on continued use.[11]

Table of Results with Foam Powder

	No.	%
Total number prescribed	300	100
No reports	49	16
Total reported cases	251	100
Not used or discontinued	92	37
Used	159	63
Total used	159	100
Successful use	122	77
Failures	29	18
Doubtful results	8	5

Average period of years—6.5 months.

Jellies: Contraceptive jellies have been used clinically for more than twenty years in this country and their composition and qualities have remained a secret as far as proprietary properties are concerned. Nevertheless, during this year a bill was passed in the new Food and Drug Act and it will be compulsory that all ingredients in proprietary products be stated on the container of each preparation. This will give the public a better opportunity than they have had in the past in selecting the product which they think is less harmful and which possesses those qualities that are most effective.

Effectiveness:

1. Spermicidal Properties.

a. A jelly should be instantaneously spermicidal without dilution as well as at a reasonable dilution.

2. Physical Properties.

a. It should adhere readily to the vaginal and cervical mucous membrane.

b. It must spread well.

c. There must be no unmixed particles present.

d. When the jelly is mixed with cervical and vaginal secretions the mixture must have the desired physical properties.

e. Its physical properties must be stable for at least one year under expected changes in temperature, normally 0-35 C., or 32-95 F.

3. Chemical Properties.

a. The jelly must be chemically uniform.

b. It must mix readily with the cervical and vaginal secretions, rendering them spermicidal.

c. The jelly must be chemically stable for one year.

4. Aesthetic Properties.

a. A contraceptic jelly must be odorless or without an unpleasant odor.

b. The color must not be unpleasant.

c. The jelly must not stain clothing, bedding, etc.

d. It must not accumulate in the vagina when no douche is used.

e. The jelly must not be excessively lubricating.

f. It should not flow from the vagina because of liquefaction or other properties.

Ingredients: The physical properties of a jelly are largely determined by the nature of the "vehicle" or "base" used. At present there are very few quantitative data as interpretations of physical properties such as apparent viscosity, surface tension and jelly strength. Some of the most used vehicles are:

1. Glycerite of starch—This is a U. S. P. product and contains the following ingredients:

Starch	10 Gm.
Water	20 cc.
Glycerin	70 cc.

(Continued in April issue)

T. M. A. PAGE

Reporters

J. E. Treadwell, Raleigh — N. B. Moury, Greensboro — C. H. Smith, Charlotte

Plans for construction of a club house for the Charlotte Drug Travelers on the Catawba River, a short distance from Charlotte, were discussed by members of this organization during their regular monthly meeting on February 1. Final action on the matter was deferred until the Travelers meet on March 1.

W. Lee Moose, Retail Drug Institute instructor, discussed his work with the organization. E. H. Hemmle, president of the Charlotte Drug Travelers, presided over the meeting.

C. H. Smith reported 90 new members had been added to the rolls of the organization. A membership contest now underway will, it is believed, still further increase the roll after final reports are in. Team captains in the membership campaign are F. F. Potter and N. H. Harris.

Lynn R. Davis, popular young salesman for Justice Drug Company, is the very proud papa of a girl named Anne Cunningham Davis who was born on January 6. Grandpa Davis (J. L.) who is also salesman for Justice has been going around with a very pleased expression since January 6.

V. L. Toms, salesman for Robert R. Bellamy and Son, has moved from Wilmington to Lumberton.

Sympathy is extended to Steve Frontis, Lilly representative in the Greensboro area, whose father died January 31.

A meeting of the Officers and Board of Governors of the Traveling Men's Auxiliary of the N. C. P. A. was held Sunday, February 2, at the Washington Duke Hotel, Durham. The following persons were present: J. F. Neely, C. H. Smith, N. B. Moury, J. W. Bennick, J. Floyd Goodrich, Mrs. Louise Jones and I. T. Reamer.

L. J. Loveland, B. C. Remedy Company Salesman, was appointed Chairman of the Entertainment Committee for the T. M. A. A lengthy discussion was held concerning plans for the Durham Convention. It was decided that tickets would be printed and placed in the hands of responsible persons for membership into the T. M. A.; the cost to be $5 for non-attending members and an additional $5 to be paid upon attendance at the Convention.

J. C. Powell, formerly connected with Walgreen of Winston-Salem, has accepted a position with Van Pelt & Brown. Mr. Powell will represent the company in western North Carolina with headquarters in Winston-Salem.

George Markham, who has been with the Upjohn Company in Washington, D. C., is now connected with Wooten-Hall Drug Co., Fayetteville. We are glad to have George back with us again and hope he won't stray from N. C. again.

The Charlotte Women's Druggist Auxiliary, consisting of the wives of druggists and traveling men, entertained their husbands with a dinner party on February 14 at the Shrine Country Club. Thanks to our wives, it was a delightful party.

Correction: C. W. Hagood is with E. R. Squibb & Sons and not Scott Drug Company; W. I. Hall is with Abbott Laboratories and not E. R. Squibb & Sons as stated in the February issue of the Journal. 2023 Greenway Avenue, Charlotte, is the new address of J. L. Siske, Brunswick Soda Fountain Representative.

Object of the T. M. A.: **Cooperation with North Carolina Druggists and Promotion of Good Fellowship Among Salesmen Soliciting Drug Trade in North Carolina.**

LEGAL SECTION

(Continued from Page 41)

that still more work must be done back home. If this is not done the measure can not be enacted into law.

Fair Trade News

Zonite Products Corporation will soon have a new price sheet out which will include the addition of Argyrol droppers in certain sizes of Original Argyrol Packages, the restoration of the Larvex Pint Combination and the increase in price of Larvex Half Gallons. These will be sent to you soon.

Pro-phy-lac-tic Brush Company announces they are now establishing a minimum retail price of 19c on the Pro-phy-lac-tic regular Masso Tooth Brush, effective February 15, 1941. Retailers' stocks will be exchanged on the basis of 15 of the 19c brushes for each 12 of the old 25c brushes returned direct to our factory, prepaid, with no obligation on their part to purchase additional brushes.

Charles Ammen Company announces the following adjustment of Ammen's Powder:

Suggested retail price, 25c or

Minimum retail price, 21c or 2 for 39c.

(Former Minimum retail price was 19c or 2 for 35c).

Ammen's Powder 10c size remains the same. Suggested retail price 10c minimum retail price 10c.

These price sheets will be sent to you soon.

Daggett & Ramsdell announces **Annual Special Sale** (Month of March only) $1.00 Half-pound jars of Perfect Cold Cream—Perfect Cleansing Cream reduced to 69c. After March 31st Fair Trade Minimum $1.00. Window and counter displays featuring the 31c saving during the special promotion will be available.

Wabash Appliance Corporation mailed on January 14, 1941, to all photolamp distributors a new Schedule "A" (Form No. 435).

Dorothy Gray has been operating under the Fair Trade Act in this State since January 1, 1941. We shall furnish price sheets for you as soon as we are able to obtain them.

ST. VALENTINE'S NIGHT IN CHARLOTTE, N. C.

(Continued from Page 45)

Mrs. H. L. Bizzell, our state secretary-treasurer, looked like a doll in a dusty rose taffeta bouffant skirt with velvet bolero.

Mrs. Wheeler wore a dubonnet gown trimmed with sequins, and Mrs. T. C. Yearwood, our secretary-treasurer, had on a lovely yellow satin evening gown splashed with bright colors.

Mrs. C. H. Smith, who is a striking brunette, had on a flowing white jersey skirt, with a black and white striped blouse. In her hair were three red, red carnations. "Smitty" explained that three years ago on Valentine he gave her one red carnation and that each year he was going to add one 'til her head was crowned with red carnations.

Mrs. Boyce Hunter wore a black evening dress and had a saucy black hat on her head covered with perky white feathers.

Kate Bennick was one of the belles of the ball and what man could resist dancing with a fair maid who had red hair and a sea green dress on.

Dot Everett was a "Snow White" come to life with her dark hair, pearls, and a snowy white dress.

Mrs. E. I. Butler looked wonderful just like a real Valentine in her red gown.

Mrs. Joe Monroe had on aqua lace and was as pretty as a picture.

As someone remarked, "I've never seen as many pretty women, or as many good looking men, having as grand a time in my life."

Well, we just wish you could all have been with us.

LAST MINUTE NEWS FASHES

It's a boy for the A. B. Kunkle's of Conover. James Marshall was born on February 17. . . . Dunn Rotarians had a pile of cash to handle recently when Thomas Hood gave a talk on "Our American Money" and exhibited his collection of old coins valued at over $3,000. . . . The proposed compensation law placing all stores with five or more employees under the Act was defeated. . . . Senator Hill has introduced a bill to prohibit the sale of bay rum in Catawba County. . . . A. Coke Cecil is scheduled for another of his magic shows at Conover on March 7, the Lions Club acting as sponsors. . . . The Winston-Salem Drug Club held their annual Ladies' Night at the Robert E. Lee Hotel on the night of Feb. 20 with fifty present . . . an elegant banquet followed by a dance was enjoyed by all. . . . Some new and original innovations are scheduled for the Annual Convention this year. . . . Moseley-Chesnutt, Clinton, has moved to a new location next to the post office . . . they do not have a soda fountain in the new location but are selling bottled drinks and packaged ice cream. . . . Scott Drug Company completes 50 years of wholesale drug service to their customers on March 5. . . . Bill McDonald, Ninth Avenue Pharmacy, Hickory, is one of the most cheerful pharmacists I know despite the fact he has been on crutches for six months. . . . Ninth Avenue filled 11,000 prescriptions last year. . . . Compliment paid to a pharmacist: "He's as good as the best and better than the rest." . . . Secretary-Treasurer Hancock announces the Board of Pharmacy exams will be held in Chapel Hill beginning June 17. . . . E. P. Gaddy of Rockingham is now with Ahoskie Pharmacy, Ahoskie. . . . Phil Gattis of Raleigh is vacationing in Florida. . . . Colonel Brame of Rocky Mount is also basking in the sunshine at St. Petersburg. . . . Representative Burt of Montgomery County has introduced a bill in the General Assembly to classify barbiturates as narcotics.

CAPUDINE

BONUS DEAL

TO RETAIL TRADE

THROUGH ACCEPTED WHOLESALERS

$8.00 ANY ASSORTMENT 5% CASH BONUS

In Addition to Wholesaler's Discount

Cash Bonus will be sent direct upon Receipt of Wholesaler's Invoice showing Purchase

P.S.—You net 481% Profit when dispensed over the fountain from the one pint size. Include on your order. Write for Free Dose Measure Glass, Counter Cards, Dummy Cartons.

CAPUDINE CHEMICAL CO. RALEIGH, N. C.

Polaroid Day Glasses



THROUGH ORDINARY SUN GLASSES THROUGH POLAROID DAY GLASSES

See our salesman for prices and details of the famous Electrical Demonstrator Deals. Three styles, two frame colors, shatter-proof lenses — the anti-glare Glasses retailing at $1.95 and $2.95 each.



JUSTICE DRUG COMPANY

GREENSBORO, N. C.

NORTH CAROLINA SERVICE WHOLESALERS



E. F. RIMMER

Announcement

The American Druggists' Fire Insurance Company announces the removal of the North Carolina Agency from Charlotte to Sanford, North Carolina. The new location places the Agency near the geographical center of the State and will enable the Agent to visit the Druggists more often in the future.

"Be Prepared"

We are ready to serve you with **Strong Capital Stock** Fire Insurance which assures certain protection—and at substantial savings in premium cost.

The only **Capital Stock** Fire Insurance Company writing on the property of retail druggists only.

Drug Store Loss Adjusters who know drug stores.

THE AMERICAN DRUGGISTS' FIRE INSURANCE CO.
American Building Cincinnati, Ohio

SOME OF OUR STATE AGENTS

MR. E. F. RIMMER
P. O. Box 377
Sanford, N. C.

A. A. COLEMAN
Greenwood, S. C.

Tono Scalpa . . .

Is still the best thing we know of for dandruff. Dealer recommendation and one user telling another have kept its sale on an even keel for a long time. We appreciate your recommendation.

OWENS & MINOR DRUG CO.
Incorporated
Richmond, Virginia

The uniform high quality of

Southern Dairies
ICE CREAM

. . . is a valuable asset to any store

Produced under the Sealtest System of Laboratory Protection

Supervised by Sealtest

Southern Dairies Ice Cream

The Carolina Journal of Pharmacy

PUBLISHED MONTHLY BY THE

NORTH CAROLINA PHARMACEUTICAL ASSOCIATION

AT CHAPEL HILL, N. C.

W. J. SMITH, MANAGING EDITOR

Entered as second-class matter July 5, 1922, at the post office at Chapel Hill, North Carolina under the Act of March 3, 1879

Annual Subscription, $1.00 — Single Numbers, 15 Cents

Vol. XXII — APRIL, 1941 — No. 4

The 1941 General Assembly

Frederick O. Bowman, Chapel Hill

The 1941 General Assembly adjourned sine die at 10:00 P.M. March 15th, sixty-eight days after its convening on January 8th, 1941. Not only was this the shortest session of our law-making body since 1927, but, also, fewer bills were introduced and passed by this Legislature than by any other since that time.

The shortness of this session was due in the main (1) to the fact that the majority of both Houses in practically every instance followed the dictates of the Governor in effectuating his Legislative program, the one notable exception to this being Wage and Hour Legislation in which he lost out completely; and, (2) because the 1939 General Assembly enacted the Revenue Law as a permanent one, as has been pointed out in this section in previous issues of the JOURNAL, which meant that the Revenue Act of 1939 could be amended only. Heretofore, several weeks have been devoted to hearings on the numerous Revenue sections, which were automatically disposed with at the last session. Hearings were held only on the amendments offered.

Below a summary is furnished of the many measures affecting us which were offered and considered by the Legislature. It will be noted that perhaps there were more Legislative proposals submitted affecting us this time than we have had to deal with in any Legislature during the last decade. While it is true we were unable to secure the passage of the Prophylactic Bill and the bill relative to fees for reciprocal licenses and for the re-registration of pharmacists, we were able to forestall the enactment of several that would have cost the druggists thousands upon thousands of dollars and which would have put many drug stores out of business completely; namely, compensation law proposal, wage and hour law proposals, etc. Likewise, we were able to forestall measures to repeal the "Fair Trade Act." At least three members had this in mind when they reached Raleigh. Also, we were able to head off two bills that would have asked that the Legislature issue special licenses. Incidentally, for the first time in some six or seven Legislatures we were able to go through this one without having a single bill introduced to lower the standards of Pharmacy. Further, we were able to forestall the introduction of two bills that would have placed a gallonage tax on fountain syrups.

The most important change made in the Sales Tax Law was an amendment exempting "all food and food products for human consumption," effective on and after July 1, 1941.

"'Food and food products for human consumption' and states that it 'shall be given its usual and ordinary meaning, but shall not include malt or vinous beverages, soft or carbonated drinks, sodas, or beverages such as are ordinarily sold or dispensed at stores, bars, stands or soda fountains or in connection therewith, candies or confectionaries, medicines, tonics, and preparations in liquid, powdered, granular, tablet, capsule, or pill form sold as dietary supplements'; nor does 'food and food products for human consumption' include prepared meals or foods sold or served on or off the premises by restaurants, cafes, cafeterias, hotel dining rooms, drug stores, or other places where prepared meals or foods are sold or served."

No change was made in the Sales Tax Law with reference to exempt medicines. Subsection (k) of Section 406 provides: "Sales of medicines sold on prescriptions of physicians, or medicines compounded, processed or blended by the druggists offering the same for sale at retail" are exempt from the 3% sales tax.

Four major Wage and Hour Bills were introduced in the 1941 General Assembly. Several hearings were held by the Labor Committees of the House and Senate. Finally, a subcommittee was appointed, to study the bills and report back to the full committee its recommendations. Later, the subcommittee reported no agreement could be reached on any of the proposed measures, whereupon the Labor Committees reported all of the Wage and Hour Bills unfavorable.

Briefly stated the provisions of each of these bills follow:

S. B. 78—The Gregory Bill—Minimum hourly wages, first year 25 cents, next six years 30 cents and after seven years 40 cents. Maximum weekly hours, first year 44, second year 42, and after second year 40. Applicable to both men and women and provides for compensation for all hours worked in excess of those specified at a rate of not less than one and one-half times the regular hourly rate. Exempts only those engaged in an executive or professional capacity, agricultural labor and domestic service in private homes.

S. B. 121—The Larkins Bill—(Embodying substantially the recommendations of minority report of Fair Labor Standards Commission.) Minimum wages of 25 cents per hour and maximum hours of 48 per week. Applicable to both men and women and provides for compensation at a rate of one and one-half times the regular rate of pay for all hours worked in excess of those specified. Exempts all employes having a guaranteed monthly salary of $150 or more and those engaged in agriculture and domestic employment in private homes.

S. B. 127—The Clark Bill—(Representing majority report of Fair Labor Standards Commission.) No minimum wage provision. Maximum hours of 48 per week for female employes and 55 per week for male employes with a provision for time and a half compensation for hours worked in excess of the base hours prescribed. The act does not exempt any person employed in a retail establishment other than those in a supervisory or executive position. This act is virtually the same as the present "North Carolina Maximum Hour Law" except that it does not exempt (as does the present law) "employers employing not more than eight persons" and "all male clerks in mercantile establishments."

H. B. 304—The McEachern Bill—(Identical with Clark Bill.)

Other Labor Bills are as follows:

S. B. 329—"To Amend Chapter 409 of the Public Laws of 1937, as Amended, Relating to the Working Hours of Male Employees in Mercantile Establishments." (Would set hours at not more than 12 per day or 60 per week.) Introduced by Clark of Bladen, by request. Sent to Calendar Committee. Reported unfavorably by Committee.

H. B. 512—"To Amend Chapter 409 of the Public Laws of 1937, as Amended, Relating to Maximum Working Hours, to Require Lunch Periods." (Would prohibit employment of any person for longer than six consecutive hours during work period without interval of at least one-half hour for lunch.) Introduced by Vogler. Sent to Committee on Manufacturers and Labor. Reported unfavorably by Committee.

H. B. 732—"To Amend Chapter 409 of the Public Laws of 1937, as Amended, Relative to the Hours of Labor for Employees Engaged in the Processing of, Canning or Packing Fresh Fruits or Vegetables during Certain Periods." (Would exempt from state Maximum Hour Law employees and employers engaged in first processing, canning, or packing of perishable fresh fruits or vegetables during a period or periods in aggregate of not more than fourteen weeks in any calendar year.) Introduced by Taylor of Wayne. Sent to Committee on Manufacturers and Labor. Reported unfavorably by Committee.

MISCELLANEOUS MEASURES

S. B. 86—"To Prohibit the Sale of Bay Rum in Catawba County." (Violation would be misdemeanor, punishable by fine of $100-$250 or imprisonment, or both.) Introduced by Hill. Sent to Committee on Public Health. Passed Senate, sent to House, and amended "to make act not apply to sales of Bay Rum and Isopropyl Alcohol at registered drug stores and to make act apply also to Watauga County." Ratified, March 12.

H. B. 365—"To Amend Chapter 477 of the Public Laws of 1935, Relating to the Uniform Narcotic Drug Act." (Would place drugs containing barbituric acid, which includes luminal, phenobarbital, nembutal, and all barbituric products, within definition of narcotic drugs.) Introduced by Burt and others. Sent to Committee on Health. Reported unfavorably by Committee.

H. B. 924—"To Amend the North Carolina Food, Drug and Cosmetic Act, The Same Being Chapter Three Hundred Twenty, Public Laws of One Thousand Nine Hundred Thirty-Nine." (Would correct typographical errors in section 1 and 2 of act. Would make act include derivatives (all hypnotics) of some of the substances mentioned therein. Would allow board of agriculture to dispense with notice of hearing when considering proposals for regulations promulgating definitions and standards for foods which are identical with applicable regulations promulgated under the federal act. Would eliminate surplus section.) Introduced by Rogers of Macon and Burt. Sent to Calendar Committee. Reported unfavorably by Committee.

H. B. 797—"Relating to the Sale, Control and Licensing of the Sale of Appliances, Drugs and Medicinal Preparations Intended or Having Special Utility for the Prevention of Venereal Diseases." (Would provide for licensing by State Board of Pharmacy of the sale, manufacture and advertising of medicinal preparations or appliances to be used for prevention of venereal diseases. Would allow three kinds of licenses to be issued: (a) Manufacturers License, (b) Wholesale License, (c) and Retail License. Retail licenses to be issued to registered retail drug stores only. Prohibits advertisement entirely except in medical and drug publications. Manufacturers license to cost $100.00 per annum, wholesale license to cost $50.00 per annum, and retail license $5.00. The act requires the products to comply with certain standards before being sold or offered for sale, and provides for confiscation for failure to do so. All goods sold at retail must be stamped showing the date of manufacture. Gives State Board of Pharmacy power to revoke any license for the second violation of any provision of act, and makes violation of any provision misdemeanor.) Introduced by Fulghum and others. Sent to Calendar Committee. Reported unfavorably by Committee.

H. B. 323—"To Enlarge and Expand the Facilities for Teaching the Effects of Alcoholism and Narcotism on the Human System in the Public Schools of North Carolina." (Would allocate to school fund amount equal to 5% of State's gross proceeds from all taxes levied on manufacture and sale of liquors, wines, beer and other intoxicants. Allocated funds to be spent by administrative units of State under supervision of State Superintendent of Public Instruction and regulations of State Board of Education.) Introduced by Williams. Sent to Committee on Appropriations. Unfavorable report in House, March 8.

S. B. 33—"To Amend Section 2621 and Subsection 325 thereof of the Consolidated Statutes of North Carolina Relating to Penalty for Driving While Under the Influence of Intoxicating Liquor or Narcotic Drugs." (Would make penalty on second conviction imprisonment for not less than 90 days or more than 2 years, instead of imprisonment for not more than 2 years and/or fine of not more than $1,000.) Introduced by Gay. Sent to Committee on Judiciary 2. Failed second reading in House, February 4.

H. B. 920—"To Amend Consolidated Statutes 6660, Volume 2, 1919, and Consolidated Statutes 6662, Volume 3, 1924 Relating to the Issuance and Renewal of License by the State Board of Pharmacy." (Would allow Board of Pharmacy to set fee for issuance of license without examination to pharmacist licensed by other pharmacy boards instead of charging same fee as for other candidates for license; and would require $5 fee for each year of failure to renew license, in addition to same fee as for original registration, except where satisfactory proof furnished that similar fee paid in another state.) Introduced by Fulghum. Sent to Calendar Committee. Passed House but killed by Senate Committee.

H. B. 379—"To Define and Prohibit Unfair Sales Practices; to Provide Remedies and to Impose Penalties for the Violation of the Provisions Thereof." (Intent of bill is declared to be that advertisement, offer to sell, or sale of any merchandise, by retailer or wholesaler, at less than cost as defined, with purpose of unfairly diverting trade or otherwise injuring competitors, deceiving purchasers, lessening competition, restraining trade, or tending to create a monopoly by unfair methods contrary to public policy and to provisions of bill. Penalties for violation, definitions, injunctive relief and exemptions also set forth.) Introduced by Dobson. Sent to Committee on Judiciary 2. Reported unfavorably by Committee.

H. B. 633—"To Amend House Bill Number Eleven (11), Being the Amendatory Revenue Act of One Thousand Nine Hundred and Forty-One (1941), and to Provide for the Printing in One Compilation of the Revenue Act of One Thousand Nine Hundred and Thirty-Nine (1939) and of the Amendments and Supplements Thereto." (Would amend Section 9, to require retailers doing business in state to collect compensating use tax on "Sears-Roebuck" type of sale, where order sent from in state to retailer outside state as result of catalog or other written advertisement; would simplify Section 5, subsection 1 (el), so that it exempts from tax the income received by a resident for personal services rendered in another jurisdiction and taxed there; but such income would be included for prorating exemptions allowed by Section 324. Would direct Secretary of State to print and Revenue Commissioner to distribute 5,000 copies of Revenue Act, as amended.) Introduced by Poole and Bryant. Sent to Committee on Finance. Passed and ratified.

H. B. 648—"Requiring the Registration of Trademarks with the Secretary of State, fixing the Registration Fees, and Providing for the Distribution of Such Registration By the Local Government Commission Among the Counties of the State for the Purpose of Equalizing the Tax Levies for Bonded Indebtedness of the Various Counties, Incurred Prior to January 1, 1931." (Would do as title indicates, requiring annual registration of trademarks by those manufacturing, producing, preparing, packing, compounding or importing goods, with Secretary of State on or after July 1. Original registration fee to be $5, with subsequent annual registration or transfer of original registration $2.50. Secretary of State required to publish list of trademarks and varieties of articles registered in his office in newspaper published in Wake County once a week for four weeks beginning July 10 or after each later registration. Balance of registration fee proceeds to go in separate county fund for distribution as set forth in title, after Secretary of State has paid expenses of registration, publication and administration from fees.) Introduced by Davis of Hyde and Ross. Sent to Committee on Finance. Postponed indefinitely in House, March 12.

H. B. 233—"To Amend Chapter One Public Laws One Thousand Nine Hundred Thirty-Six, Extra Session, As Amended, Known as the Unemployment Compensation Law." (Would define "employer", under Unemployment Compensation Law, any employing unit employing minimum of five, instead of eight, individuals in twenty weeks of current calendar year, and would permit UCC to refund contributions paid by employer who has ceased to come under Law at end of year for year in which he was not covered.) Introduced by Horner of Lee. Sent to Committee on Unemployment Compensation. Proposal to drop unit of eight employees to five killed by Committee. Unfavorable report in House, February 20.

H. B. 741—"To Promote the Sanitation of Hotels, Cafes, Restaurants, Tourist Homes, Tourist Camps, Summer Camps, and All Other Establishments Providing Food and Lodging to the Public for Pay." (Would authorize State Board of Health to promulgate regulations governing sanitation in and to inspect and grade such establishments as well as all other establishments where food is prepared, handled, and served to the public at wholesale or retail for pay or where transient guests are served food or provided with lodging for pay. No establishment receiving a grade less than "C" to be permitted to operate. Made a misdemeanor to interfere with inspection by officers or agents of State Board of Health or to violate provisions of the Act or any regulations promulgated under it.) Introduced by Johnson. Sent to Committee on Health. Ratified, March 15.

(Continued on Page 62)

Durham Plans $8,000 Convention for the N.C.P.A. and Its Affiliated Bodies

A PRELIMINARY REPORT

THE PLACE: Washington Duke Hotel Durham
THE TIME: May 13, 14 and 15

TUESDAY AFTERNOON, MAY 13

Registration begins at 2:30 P.M. with free movies in the hotel, "Tobaccoland", and at the Uptown Theatre during the afternoon. Through the courtesy of the management of the Washington Duke Hotel, Convention Headquarters, the ladies will be tendered a welcoming tea from 4 to 6 P.M.

TUESDAY NIGHT, MAY 13

First session of the Convention gets under way at 7:30 P.M. with the program headlined by President Hollingsworth's Address and a talk by an outstanding lecturer on the pharmacists' part in the national defense program. At the close of the meeting some lucky druggist who has registered for the Convention will be awarded a pharmacy library by the Peabody Drug Company. Dancing to the music of Freddie Johnson's Orchestra, from 10:30 to 1 A.M., will complete the first night's activities. For those who do not dance, special entertainment has been arranged from 10 to 10:30 P.M.

WEDNESDAY MORNING, MAY 14

Members of the Ladies' Auxiliary will be luncheon guests of the Pet Dairy Products Co. at the Washington Duke Hotel after which they will be taken by bus to the Sarah Duke Gardens and a tour of the Duke University Campus. A nationally known speaker has been secured to speak on "Detailing of Official Medication" at the second session.

WEDNESDAY AFTERNOON, MAY 14

Mr. J. W. Snowden of Pictorial Paper Package has been scheduled by W. Lee Moose, Chairman of the Section on Practical Pharmacy and Dispensing, to speak during the afternoon. F. W. Hancock will present his Annual Report during the same session. The B. C. Remedy Company will be hosts to the entire Convention as well as the Student Body of the Pharmacy School at a barbecue to be given in Chapel Hill from 5:30 to 7. Transportation will be provided.

WEDNESDAY NIGHT, MAY 14

Dance at the Durham Armory sponsored by the Durham Druggists' Association. Dean Hudson's "House of Lance" orchestra will furnish the music.

THURSDAY MORNING, MAY 15

Through special arrangements with the Papers and Queries Committee, the T.M.A. will present several well-known merchandising experts who will discuss various departments of the drug store. During the same time Belk-Leggett will sponsor a Fashion Show and Southern Dairies a bridge-luncheon at the Hope Valley Country Club for the ladies. At 1 P.M. a buffet luncheon will be given the men registered for the convention through the courtesy of the Durham Druggists' Association and others.

THURSDAY AFTERNOON, MAY 15

Report of Committees, Election of a member of the N. C. Board of Pharmacy, Installation of officers, etc. Golf tournament at the Hope Valley Country Club with green fees paid. A valuable cup to be known as the "Yager Trophy" will be awarded the winner by the Yager Liniment Company.

THURSDAY NIGHT, MAY 15

Dinner, Dance and Floor Show at the Durham Armory sponsored by the T.M.A.

Complete details of the Durham Meeting in the May issue of the CAROLINA JOURNAL OF PHARMACY. Watch for it!



Seven Proven Ways to Increase Your Candy Business

H. L. Hitchcock
of the Hollingsworth Candy Company

(Presented at the Greensboro Merchandising Clinic)

First—Become candy minded. Let your wishes be known not only to your entire personnel but to the manufacturer from whom you buy.

Second—Locate and build your candy department in the front of the store on an open step display.

Third—Put one competent clerk in charge of this department. Let it be his or her duty to keep this department in perfect order at all times.

Fourth—Train all your clerks to sell, not only gift candies, but all profitable lines in the front of the store. Teach them the right manner of approach which, if done right, will not antagonize your customers. Insist that they never ask the customer to buy when they first approach them but to call the customer's attention to the BEAUTIFUL candy department and the BEAUTIFUL gift packages. Use good judgment in hiring your clerks for the front of the store and when you place an inexperienced clerk on the floor, do not leave him alone until you have gone over with him the important points of selling and the manner of approach. Ask your candy salesman who calls on you to help you train the new clerk. He will be only too glad to do so.

Fifth—Selling Gift Candies for Seasonal Events. Make a beautiful display of the candy in the front of the store and call a meeting of your entire personnel that night. See to it that every clerk is entirely familiar with every package and show them how it should be presented to the customer. Endeavor to sell each clerk on the possibilities for a real volume during this event. *Insist they start the next day soliciting advance orders.* Mr. Druggist, you must teach your customers to give you their orders well in advance of each event, otherwise you will never enjoy the volume you should have and sooner or later your competitor or the department store will have your business for the seasonal event. If you take only ten advance orders for Mother's Day this year, it will be just as easy to take twenty orders next year. When you wait until the last day before Mother's Day to dispose of your stock, you will surely be caught with more than your profit in unsold merchandise because your customers will have bought elsewhere from a dealer who was more aggressive. Use the lay-away plan. It works. Put on a contest among your clerks and award a prize to the winner.

Sixth—Advertise locally by newspaper and radio. Be sure your window is decorated at the time your ad is running and that you have the candy properly displayed on the inside of the store.

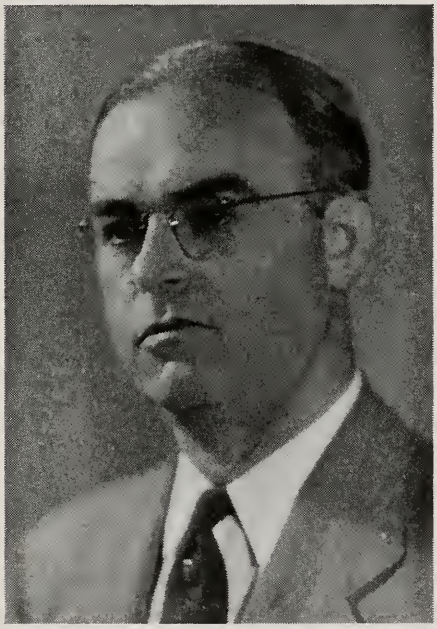
Seventh—Work the big events of the year: Birthday and Anniversary. These have greater possibilities for increased volume than any other events of the year.

Now, gentlemen, take all seven of these proven ways to increase your candy business, put them into practice, and reap the rewards which are sure to materialize.

Greensboro Merchandising Clinic

More than 100 druggists, their wives and friends identified with the drug trade, attended the one-day Merchandising Clinic in Greensboro on March 5. Fourteen speakers appeared on the program during the day to give those attending the meeting some suggestions for improving their businesses. Ralph Rogers, President-elect of the N. C. P. A., presided.

R. J. Sykes, President of the Greensboro Drug Club, welcomed the visitors to the city



RALPH ROGERS

and stated, "Pharmacists who have the opportunity to get together in small groups and discuss their problems find that they can more easily cope with them in this way." President Joe Hollingsworth of the State Association responded to the address of welcome.

W. J. Smith, scheduled to speak on "Trends in Pharmacy," relinquished his time to W. T. Atkinson, Narcotic Agent stationed in Greensboro, in order that proposed legislation placing certain exempt preparations (paregoric, etc.) on prescription might be explained to the group. Mr. Atkinson stated that the supply of opium in this country was being rapidly depleted and that legislative action would have to be taken in order to conserve the drug.

H. L. Hitchcock, sales representative of the Hollingsworth Candy Company, addressed the group on "Seven Proven Ways to Increase Your Candy Business." A summary of his talk is published on page ????

A most interesting address on effective ways to increase prescription volume was given by Doctor Ralph Clark of Merck & Company. The speaker, a former secretary of the Wisconsin Pharmaceutical Association, related many practical methods for building the prescription department and urged his listeners to emphasize the professional side of their businesses.

Professor I. Q. & S. of Elixir University closed the morning session with a "Take It or Leave It" program during which prizes were distributed to the winners. Nine contestants selected from the audience were asked questions relating to pharmacy in North Carolina. Four of the contestants, B. C. Brown of Greensboro; R. B. Campbell of Taylorsville; C. M. Andrews of Burlington and L. A. Wharton of Gibsonville, correctly answered the questions and each were awarded 32 prizes presented through the courtesy of the B. C. Remedy Company, Justice Drug Company and the North Carolina Pharmaceutical Association. All nine contestants missed the jack pot question, When was the North Carolina Pharmaceutical Association organized? so the balance of the prizes will be distributed during the next "Clinic" to be held in eastern North Carolina.

During the afternoon session W. Lee Moose discussed the work being done by the "Retail Drug Institute" in the state. Following this, W. J. Smith, pinch-hitting for Attorney F. O. Bowman who was busy with the General Assembly in Raleigh, discussed "The Legislative Situation in Raleigh."

A popular feature of the afternoon program was presented by J. M. Cates, Jr., representative of Southern Dairies, Inc. The speaker demonstrated to his audience methods for preparing special ice cream sodas and drinks. J. H. Isley assisted by a uniformed fountaineer served ice cream during

(Continued on Page 68)

Can You Profitably Sell Bottled Drinks at the Soda Fountain?

A. B. Kunkle, Conover pharmacist, recently wrote the Editor of the Carolina Journal of Pharmacy in regard to the sale of bottled drinks in drug stores that have fountain equipment. A portion of his letter is reproduced below:

"I may be starting something; if so, I hope it will be constructive. What I want to bring up is the idea of selling bottled drinks. Personally, I can't see any logical reason why drug stores should sell them. Recently a man walked into my store and called for a bottled Coca-Cola. When I told him that we didn't keep any bottled drinks he became sarcastic and wanted to know what was wrong. I said, "Listen, friend, I have about thirteen hundred dollars invested here in equipment to make drinks, so don't you think it would be rather foolish for me to buy them already made?" He said, "Yes, I see your point and you are right."

"There are numerous reasons, as I see it, why we should not sell bottled drinks. I used to sell them and am mighty glad I quit. I know I am better off by quitting. People would come in, especially young women, and want a large paper cup of crushed ice along with the bottled drink. People would carry off bottles and throw them away. I kept my storage space cluttered up with them and hardly had room for milk, etc. The Coca-Cola Company started advertising six for 25 cents which cost 20 cents plus refrigeration, breakage, etc., wholesale.

"So, it is obvious that no money is to be made on bottled drinks and the chances are that the drug stores that sell them are losing money thereby. Whenever anyone comes in my store and asks what kind of bottled drinks I have, I reply, 'Citrate of Magnesia and Pluto Water.'"

Wolfe Named Head of Mount Airy Merchants Association

W. S. Wolfe, Mount Airy druggist, was recently elected president of the Merchants Association in that city to succeed W. F. Carter, Jr. Mr. Wolfe served as secretary of the organization last year.

Le Prestidiginateur De Luxe

Coke Cecil, High Point pharmacist, recently presented a magic show at Conover under the sponsorship of the local Lions Club. A. B. Kunkle, Conover pharmacist, used a unique handbill to advertise the event. The wording was as follows:

On the Stage in Person
CECIL
LE PRESTIDIGINATEUR DE LUXE
presents
A SHOW OF WONDERS
Multum in Parvo
see
The Ethereal Bird
The Chinese Guillotine
Creation of Old Glory
Symphony in Silks
Grandma's Tea Chest

C. C. Fordham, Jr., Speaks to Greensboro Lions Club on Pharmacy

"Pharmacy, the Science of Selecting, Compounding and Dispensing of Drugs," was discussed by C. C. Fordham, Jr., at a luncheon session of the Greensboro Lions Club at the King Cotton Hotel on March 3. He was presented by Lon Russell, popular Greensboro pharmacist.

The background of pharmacy and requirements for entrance into the field were reviewed by the speaker. He said the profession dates back 4,000 years and that the first license to practice pharmacy and medicine was issued in 1241.

Two or three new items are being added daily to the 15,000 to 16,000 drugs in the present-day pharmacy, he said, showing that each new drug must be studied thoroughly, tested under clinical conditions and given board approval before it is placed on the market.

Bladen Drug Store Damaged by Fire

The Bladen Drug Store of Elizabethtown, owned by W. L. Cameron and H. C. Suddreth, was badly damaged by fire on February 26. The fire which caused an estimated damage of $8,000 was believed to have been caused by a circulating oil burner.

LOUIS DEROSSET MACMILLAN
Certified Public Accountant
311 Geer Building
DURHAM, N. C.

February 9, 1941.

Mr. W. J. Smith, Managing Editor
THE CAROLINA JOURNAL OF PHARMACY
Chapel Hill, N. C.

Sir:

Pursuant to engagement I have examined the accounts of

THE CAROLINA JOURNAL OF PHARMACY

and submit herewith the following described schedules:

Cash Receipts and Disbursements
Statement of Assets and Liabilities

The balance on deposit with the Bank of Chapel Hill was confirmed to me by the depository. The bonds were examined by me. The accounts receivable are stated as shown on the records without confirmation.

The books show no liabilities.

In my opinion this statement fairly represents the financial conditions of THE CAROLINA JOURNAL OF PHARMACY.

Respectfully submitted,
L. DER. MACMILLAN,
Certified Public Accountant.

THE CAROLINA JOURNAL OF PHARMACY
STATEMENT OF CASH RECEIPTS AND DISBURSEMENTS
For the Year Ended December 31, 1940

Receipts:		
Advertising Revenue	$2,307.72	
Subscriptions	93.00	
Total Receipts		$2,400.72
Disbursements:		
Printing—12 issues	$1,722.76	
Salaries	683.34	
Mailing Journal	32.67	
Office Supplies	17.77	
Audit Fee 1939	10.00	
Miscellaneous	40.79	
Total Disbursements		$2,507.33
Excess of Disbursements over Receipts		—106.61
Balance on Deposit January 1, 1940		477.25
Balance on Deposit December 31, 1940		$ 370.64

STATEMENT OF ASSETS AND LIABILITIES
December 31, 1940

Assets	
Cash on Deposit	$ 370.64
Cash on Hand	9.00
U. S. Savings Bonds—Cash Surrender Value	288.75
Accounts Receivable	136.61
F. W. Hancock—Board of Pharmacy—Annual Report	108.00
Total Assets	$ 913.00
Liabilities	NONE

Board of Pharmacy Examinations

The next examinations of the North Carolina Board of Pharmacy will be held in Chapel Hill on June 17, 1941. Full information concerning the examinations may be obtained from Secretary-Treasurer F. W. Hancock, Oxford, North Carolina.

The Story of Lance

Lance, Inc., of Charlotte, manufacturers of peanut butter sandwiches, candies and confections, has just issued to their customers an illustrated booklet on "The Story of Lance."

A part of the booklet relates to the history of The House of Lance and is reproduced below:

"It was just before the last World War that Lance originated the now popular peanut butter sandwich, made from high grade peanut butter combined with a variety of soda crackers and cookies. It is because of these long years of experience, over a quarter of a century in fact, that Lance is able to make such an excellent sandwich. The late Mr. Philip L. Lance is credited with inventing peanut butter sandwiches. He and his son-in-law, Mr. S. A. Van Every, founded the company, and the latter has been president since the death of Mr. Lance, in 1926. They started out in the little 14 by 22 second-story room. In this dingy little room everything from peanut roasting to bookkeeping was done. The partners would buy a sack of peanuts in the shell, roast them, and then sally forth with baskets on their arms to deliver on foot. A hired horse and buggy was a rare luxury for them. Eventually they aequired a Model T Ford with imaginary brakes. They would have to sight the place where they wanted to stop, cut off the gas, and hope to coast to a standstill at the right place. . . . Sometimes it worked, and sometimes it didn't.

"Meantime, the partners hired their first salesman, Mr. James H. Wilson. When the war broke out, a soldier at Camp Greene, near Charlotte, gave them a recipe for peanut brittle. In their excitement over cooking the first batch, they neglected to make a stirring paddle, and the batch was ruined. Finally they succeeded, and the first candy was packed in shirt boxes. The first customer was a Mr. House, a grocer on North Tryon Street. His name will never be forgotten.

"After several years of business, the company moved to more spacious quarters on West Ninth Street. Soon Lance was doing perhaps the largest parcel-post business in the state. Two years later, January, 1926, to be exact, the company moved into its present location on South Boulevard.

"Lance is one of those rare concerns that contradicted the general laws of the "Depression" and expanded, growing with the years instead of, well, hibernating is a good way to express it. Three big 3-story units have been added, which more than quadrupled the floor space of the plant. And now over 200 salesmen in 17 states are selling 125 Lance products; and we are still expanding."

Pharmacy Test

One dollar in merchandise will be sent the first person who correctly solves the problems listed below and sends the answers to the Editor of the Carolina Journal of Pharmacy, Chapel Hill:

An item costs you $1.30—your margin is 35%.

(a) What is the correct selling price required? What is the "mark-up" percentage?

(b) You buy ½ gross of tooth brushes at $24.00 per gross. You get one dozen free with your purchase and are given 10% discount. You pay your bill promptly and an additional discount of 2% is allowed.

1. What retail price per brush must you set to get a margin of 40%?

2. What per cent mark-up is there on each brush?

(c) If glycerine costs 30c per pound, how much must your retail price be for one quart if you want to realize a gross profit or margin of 50 per cent?

Rho Chi Holds Annual Banquet

On March 3rd the Rho Chi Society held its annual initiation banquet at the Carolina Inn. The initiates were S. N. Dulin, Jr., of Elizabeth City, B. O. Lockhart of Saltville, Va., Otto S. Matthews of Roseboro, A. M. Mattocks, Jr., of Greensboro, and C. K. Wheeler, Jr., of Prosperity, S. C. The banquet was attended by several alumni members: E. V. Zoeller of Tarboro, W. C. Simmons of Winston-Salem, and H. C. McAllister of Chapel Hill.

After the banquet an interesting address was given at the School of Pharmacy by Dr. Ralph Clark of Merck and Co. on "Research in the Industry" under the joint sponsorship of Rho Chi and the student branch of the N. C. P. A.

"The Stay of Merchandise in a Store"

A recent Nielsen report gives a clear example of the effect of advertising on "the stay of merchandise in a store." If you are interested in TURNOVER and NET PROFITS, it will pay you to carefully study the following tabulation with the view of weeding out "shelf-warmers" from your stock.

Advertised Laxatives stay in the average independent drug store approximately 32 days.

Non-advertised Laxatives stay in the average independent drug store approximately 201 days.

Advertised Sanitary Napkins stay in the average independent drug store approximately 39 days.

Non-advertised Sanitary Napkins stay in the average independent drug store approximately 111 days.

Advertised Seltzer-Aspirins stay in the average independent drug store approximately 43 days.

Non-advertised Seltzer-Aspirins stay in the average independent drug store approximately 180 days.

Advertised Cleansing Tissues stay in the average independent drug store approximately 43 days.

Non-advertised Cleansing Tissues stay in the average independent drug store approximately 82 days.

Advertised Oral Antiseptics stay in the average independent drug store approximately 75 days.

Non-advertised Oral Antiseptics stay in the average independent drug store approximately 225 days.

Advertised Razor Blades stay in the average independent drug store approximately 84 days.

Non-advertised Razor Blades stay in the average independent drug store approximately 106 days.

THE 1941 GENERAL ASSEMBLY

(Continued from Page 55)

A bill was prepared, amending the Uniform Narcotic Act placing the sale of cannabis in all of its forms and all exempt narcotic preparations, including paregoric, Bateman's drops, Godfrey's Cordial, etc., on prescription only, and exempting from prescription requirement preparations containing codeine, and, further to make provision for the sale of narcotic drugs to certain governmental agencies engaged in the National Defense Program. It is understood this bill was drafted at the request of the Governor, who had been asked by Federal Officials to have such legislation enacted in the State. The bill, however, was never introduced.

A request was made by the Department of Agriculture for an appropriation for $25,000 for the next biennium for the enforcement of the New Drug and Cosmetic Law. We succeeded in getting the Joint Appropriations Committee to grant this request. A sub-committee appointed to trim appropriations, working with the Governor struck this item from the list. Consequently, no funds are available for the enforcement of this important work.

Your representatives in Raleigh were kept busy constantly guarding and fighting for your interests. Our druggist member, Mr. R. T. Fulghum, likewise worked untiringly in behalf of his fellow druggists. Too much praise can not be given him for what he did in your behalf.

Asheville Auxiliary Holds Regular Monthly Meeting

Mrs. F. A. Powell,
Corresponding Secretary

Mrs. F. A. Powell and Mrs. B. L. Meredith entertained the Asheville Auxiliary at the home of Mrs. Powell on March 7. After a short business session keno was enjoyed with Mrs. Mathews, Mrs. Nowell, Mrs. Brookshire and Mrs. Pinner winning prizes.

After the keno everyone present was presented a case of Dr. Pepper donated by Jack Barfield, who at one time was the popular local salesman of the Dr. T. C. Smith Company. Mr. Barfield is now manager of the local Dr. Pepper Bottling Company.

Following the meeting refreshments were served by Mrs. Jack Barfield assisted by Mrs. B. L. Pinner. New members welcomed into the organization during the meeting were Mrs. J. M. Tatum and Mrs. B. L. Pinner.

The members of the Auxiliary decided to hold their next meeting at the S. & W. Cafeteria on April 4.

March Report of Charlotte Pharmaceutical Auxiliary

Mrs. Philip Van Every
Corresponding Secretary

We met in the Parish House of old Saint Peter's Episcopal Church and were served an old-fashioned luncheon of ham, yams and apple pie. It was so cold and windy outside and so cozy and warm where we were, that we stayed nearly all afternoon.

Mrs. T. N. Edwards, our president, opened the meeting and Mrs. Joe Monroe, Mrs. P. C. Day and Mrs. E. I. Butler were elected the nominating committee to nominate new officers for 1941-42, with Mrs. Monroe as chairman. It's hard to believe that the time has rolled around again to do this.

One thing that we did that I think is very nice was to take a collection for a fund to send flowers to sick members. You can give any amount that you wish, from a penny to a dollar. Mrs. C. H. Smith was made chairman and treasurer of that committee, with Mrs. H. L. Bizzell and Mrs. Bernard Ellwanger appointed to help her. We are going to do this each month.

We had three new members, Mrs. L. W. Millican, Mrs. A. B. Morgan and Mrs. Clyon Lewis; all very attractive and we're so pleased to have them. Do you know that we've had fifteen new members since September? We think that's quite a record. Our attendance averages from forty to forty-five persons each meeting, and that's really a fair-sized crowd.

Our bouquet for this month goes to Mrs. Walter R. Dixon, "Mac," to us all. She's a real member. She never misses a meeting and takes so much interest in the auxiliary. Mr. Dixon is with Bauer and Black and they are a grand couple.

We had some inside information about the plans for the convention in Durham. And you can take my word for it, we're going to have a gorgeous time!

Not long ago, I was going through an old scrap book and was impressed all over again by the poem that I'm passing along to you.

WHAT A DIFFERENCE IT WOULD MAKE

"If I knew you and you knew me,
'Tis seldom we would disagree;
But never having yet clasped hands,
Both often fail to understand
That each intends to do what's right
And treat each other 'honor bright.'
How little to complain there'd be,
If I knew you and you knew me.

"Whenever we ship you by mistake,
Or in your bills some error make,
From irritation you'd be free,
If I knew you and you knew me.
Or when checks do not come on time
And customers say nary a line,
We would wait without anxiety,
If I knew you and you knew me.

"Or when some goods you fire back,
Or make a kick on this and that,
We'd take it in good part and see,
If I knew you and you knew me.
With customers, thousand strong,
Occasionally things will go wrong,
Sometimes our fault, sometimes theirs,
Forebearance would decrease all cares,
Kind friend, how pleasant it would be,
If I knew you and you knew me."

—B. P. F.

Belk-Leggett of Durham will sponsor a Fashion Show at the Country Club for the ladies attending the 1941 Annual Meeting of the N. C. P. A. in May.

T. M. A. PAGE

Reporters

J. E. Treadwell, Raleigh | N. B. Moury, Greensboro | C. H. Smith, Charlotte

Approval of proposed construction of a clubhouse to serve as a recreational center for members, their families and friends was voiced at a luncheon of the Charlotte Drug Travelers on March 1. E. H. Hemmle, president, presided over the meeting, attended by 43 members. He exhibited a sketch of the proposed new building which with equipment will cost $2,000.

C. H. Smith, secretary, was instructed to send ballots to members of the organization in order that they may vote on the proposed clubhouse, which would be built on a tract of five acres, on the Catawba river, 17 miles from Charlotte.

It is proposed to begin construction of the clubhouse shortly after April 1 in event of approval of the membership, and it should be completed within 30 days.

At the time of balloting on the clubhouse project the members also will vote on a proposal to incorporate the club with paid-in capital of $2,500 and maximum membership of 100. Wilbe Wilson, chairman of the finance committee, reported.

C. F. Holly, father of Claude A. Holly (Burwell and Dunn), died on March 5 and was buried in Lincolnton on the following day.

Miss Sallie Lucy Blackwell of Raleigh became the bride of William Snelling Hicks, also of Raleigh, at the home of the bride's sister and brother-in-law, Mr. and Mrs. Donald Morrison, in Camden, S. C., on March 15. Mrs. Hicks is a graduate of Winthrop College and is principal of the R. H. Lewis School in Raleigh at the present time. Mr. Hicks is the son of Mrs. Henry Thomas Hicks and the late Mr. Hicks of Raleigh. He attended N. C. State College and the University of North Carolina. He is now connected with the Capudine Chemical Company in Raleigh.

L. E. Barnhardt of Armour and Company, C. H. Smith of Drug Package, J. Floyd Goodrich of B. C., B. H. Wolfe of Parke, Davis & Company, F. F. Potter of Lehn and Fink Products Company, A. R. Cross of Penslar, James L. Sisk of Brunswick-Balke-Collender Co. and P. D. White of George W. Luft Company attended the banquet given at the O. Henry Hotel on the night of March 5 as a part of the Greensboro Merchandising Clinic.

The Penn Mutual News Letter tells of a life insurance agent who called upon a big business man at the close of a busy day. When the agent had been admitted, the big fellow said: "You ought to feel honored, highly honored, young man. Do you know that today I have refused to see seven insurance men?" "I know" said the agent. "I'm them!"

Join the T. M. A. and take part in the "big doings" in Durham this year on May 13, 14 and 15. C. H. Smith, President or Floyd Goodrich, Secretary of the T. M. A. will gladly take your application.

The depression made for cold-blooded business methods. When an Eastern firm received word its salesman had been found dead in Seattle, it wired as follows: "Send samples back by freight and search the body for orders."

Two salesmen found the only hotel in town full. The proprietor told them the best he could do for them was to let them sleep in an abandoned church building across the street. They agreed. About two o'clock in the morning the church bell began to clang. The hotel owner woke up his porter and sent him to see what the trouble was. "Well, what was the matter?" he anxiously asked the porter on his return. "The party in pew 26 wants a gin rickey," the porter answered.

"Ask Ben Coppedge about Dr. Parker."

Object of the T. M. A.: **Cooperation with North Carolina Druggists and Promotion of Good Fellowship Among Salesmen Soliciting Drug Trade in North Carolina.**

N.A.R.D. Develops Nationwide Prescription Card Service for Pharmacists' Use in Professional Interviews

For many years, pharmacists have felt the need for a means of maintaining a consistent professional contact with physicians in their communities, and of encouraging the writing of individualized prescriptions, using official preparations as frequently as possible. A number of attempts have been made on a local basis to supply this need through the means of prescription cards or formularies, but no generally standardized system has been developed, and the work has been carried on only spottily by inter-professional relations committees.

One of the first major undertakings by the newly-established Professional Relations Department of The National Association of Retail Druggists has been to develop a Prescription Card service for the Association's members. Announced shortly after the first of the year, this service has met with widespread approval and commendation on the part of pharmacists interested in the development of their professional departments. These pharmacists are finding the cards, which present recommendations for prescription use, to be an acceptable, useful, and indeed indispensable means of approaching physicians. The formulas presented are not taken at random from formula books, but have been, and will be, largely prescriptions based upon a rational therapy, including medications which have been clinically successful and whose results may be foretold with reasonable accuracy. In so far as this procedure is expedient, it will be consistently followed, with deviations only when it becomes desirable to present something which is new and upon which published medical reports are convincing.

The cards are 3 by 5 inches—the right size to go into a filing cabinet so that the physician may retain them permanently for constant reference. The first set of cards, now ready, consists of 8; these will be followed by 4 each month. The price of a year's service for one physician is only $1.00; 5 sets, $3.75; 10 sets, $6.50; 25 sets, $15.00; 100 sets, $35.00.

The response at the outset has been beyond expectations. One city association has ordered 500 sets, another wants 200 sets. If every retail druggist in the country were to procure one set of cards for each physician in his community and use them in the manner set forth in the January 16 and February 20 issues of the *N.A.R.D. Journal*, there would unquestionably be such a stimulation in prescription writing as has never been experienced before. It would serve to bring the physicians back to the practice of prescribing individualized medicines; discourage and eventually end dispensing; and halt the prescribing of proprietary preparations, which is detrimental to physician and pharmacist alike, and harmful to the public because it inevitably leads to dangerous self-medication.

It is not assumed that the cards alone will do the job. Cards sent to the physician through the mails may do some good; but to be most effective in accomplishing their purpose, they should be handed to the physician personally. So used, they will supply the occasion for making a call, serve as an introduction to the subject to be discussed with the physician, and assure the physician that the pharmacist knows the subject of prescription writing and has something valuable and specific to suggest.

It will impress upon the physician that the pharmacist is not only a storekeeper, but a fellow-professional man—a medical specialist whose co-operation he needs. Much of the responsibility for the failure of some physicians to view the pharmacist in this light must lie with the pharmacist himself. If the pharmacist is ever to recover his place as a member of one of the health professions, he must earn his right to that place by stressing his professional interest. If these prescription cards are used regularly and intelligently, they will help pharmacy to re-establish its standing and to win the recognition from the medical profession to which it is entitled.

The prescription cards are now ready for distribution and may be procured by members of the N.A.R.D., or affiliated state and local associations from The National Association of Retail Druggists, 205 West Wacker Drive, Chicago, Illinois. Remember, a full year's service costs only $1 or less in quantities for each physician to be detailed.

North Carolina News Notes

Fire on the morning of February 26 partly damaged the City Drug Company of Newton. A quantity of cigars, cigarettes, and pipes were ruined and the building slightly damaged.

W. F. Lynch of the Ham Drug Company, Greensboro, has been drafted for military service. He is stationed at Fort Bragg.

E. C. Daniel, Zebulon pharmacist, was called on to give first aid to several persons who were injured in an automobile accident on the night of March 15. All Zebulon physicians were reported out of town on other cases when the accident occurred.

N. B. Moury of Wampole reports that **Culas Robertson** of Tri-City Pharmacy, Spray, won the title "Henpecked Husband" at a voting held at a local school in that city recently. Mr. Robertson won over his nearest competitor by 97,000 votes. His wife said she did her best to help him win.

C. A. Swaney of Winston-Salem recently spoke to students of Reynolds High School on "Pharmacy."

Wilburt Barnett, Oak City drug store operator, is in Edgecombe General Hospital with a broken pelvis and other injuries received on February 27 when the car he was driving left the road and overturned near Scotland Neck.

F. O. Bowman, a member of the Chapel Hill Board of Aldermen, is expected to stand for re-election on May 6.

Mrs. Carl Durham, wife of Congressman Carl Durham, fell several weeks ago and broke her hip. She was just recovering from a similar accident suffered several months ago when this latest mishap occurred.

Doctor M. C. S. Noble, one of North Carolina's foremost educators and father of Miss Alice Noble, Secretary of the State University School of Pharmacy, celebrated his 86th birthday in Chapel Hill on March 15 surrounded by a host of friends.

Sixteen students of the State University School of Pharmacy left Chapel Hill on March 18 for a four-day trip to the Eli Lilly Laboratories in Indianapolis, Indiana. They were accompanied by J. E. Davis, Jr., of Greensboro; J. D. Smith, Lilly representative in the Durham area and Doctor Henry M. Burlage of Chapel Hill. Meals for the entire party to and from Indianapolis were paid by Justice Drug Company of Greensboro.

Miss Harriet Elliott, Consumer Commissioner of the National Defense Advisory Commission, in a letter to Senator Joseph C. O'Mahoney of Wyoming, called for the outright repeal of the Tydings-Miller Act.

E. F. Rimmer, Charlotte druggist and Agent for the American Druggists' Fire Insurance Company in North Carolina, has sold his store in Charlotte and will establish a new drug store in Sanford at once.

F. W. Hancock, accompanied by **H. C. McAllister,** visited Raleigh on March 10 and called on Governor Broughton and W. A. Queen of the Department of Agriculture.

J. S. Ferguson of Coxe-Ferguson Drugs, Raleigh, has sold his interest in the business and will establish a new drug store in that city by April 1.

J. C. Mundy of China Grove visited Chapel Hill on March 19 and was enthusiastic over the sale of his cold preparation in North Carolina this past winter.

The dentist asked his new patient if he had been anywhere else before coming to see him. "Only to the village druggist," said the patient. "And what idiotic advice did he give you?" asked the dentist. "Why, he told me to come and see you," said the patient innocently.

Dr. Kelly to Visit Chapel Hill in April

Dr. E. F. Kelly, Secretary of the American Pharmaceutical Association, will deliver an address on "The Place of Pharmacy in the National Defense Program" at 7:30 P.M., Friday, April 4th, at the School of Pharmacy in Chapel Hill. This address is one of a series of annual lectures by outstanding men in Pharmacy sponsored by the Rho Chi Society. Pharmacists are cordially invited to attend.

Oleovitamin A and D

Because of war conditions the supplies of Cod Liver Oil have been greatly reduced and the price advanced. To meet the situation, under the advice of the U. S. P. Vitamin Advisory Board the Pharmacopoeia has established specifications and standards for a solution of Vitamin A and D concentrates, of natural source, in oil solution to be known under the official title, "Oleovitamin A and D." The product corresponds in potency to a Cod Liver Oil of good quality.

It may require a short time for this product to be made available to the retail drug trade but it is hoped that it will soon relieve the shortage in Cod Liver Oil. It is also expected that this product will offer a form of Vitamin A and D medication which will be more readily administered than Cod Liver Oil.

Copies of the U. S. P. Interim Revision announcement concerning this new vitamin product may be obtained from E. Fullerton Cook, 43rd and Woodland Avenue, Philadelphia, Pa.

Fulmer Seeks Repeal of Tydings-Miller National Fair Trade Enabling Act

Representative Hampton P. Fulmer of the 2nd District of South Carolina has introduced HR-3821 in the House of Representatives, calling for the outright repeal of the Tydings-Miller National Fair Trade Enabling Act. The bill has been referred to the House Judiciary Committee of which Honorable Zebulon Weaver of the 11th North Carolina District is a member.

If this bill passes, the usefulness of the North Carolina Fair Trade Act will be ended. Enemies of Fair Trade are exerting every ounce of their strength and influence in Washington so that they can resume their loss-leader tactics. To protect this legislation it will be necessary that you—the independent druggist—write your Congressman and tell him in no uncertain terms exactly where you stand on this question.

No state has ever repealed a Fair Trade law! Be sure you do your part to protect the National Enabling Act. Write that letter now—later will be too late.

Fair Trade Booklet

"What about Fair Trade?" a thirty-one page booklet containing answers to the questions you have been asking about this important subject has just been made available to the drug trade by the National Association of Retail Druggists. The booklet presupposes that the reader is entirely unfamiliar with the subject—the argument "starts from scratch" and covers the subject fully.

Retailers desiring copies for distribution to the general public may obtain them from The N.A.R.D., 205 West Wacker Drive, Chicago, Illinois. The cost, barely enough to pay for the paper and printing, is as follows: Single copies, 10c; 25 copies, $1.00; 100 copies, $3.00; 1,000 copies, $27.50 and 5,000 copies, $125.00.

It is believed that if a million copies of the booklet are circulated throughout the United States, Fair Trade sentiment will be strengthened immeasurably.

Retailing by Pharmacists

Retailing by Pharmacists, a practical book on all retailing phases of the drug industry is now available to pharmacists who are looking for new ideas to pep up their businesses. The author, A. Hamilton Chute of the University of Minnesota School of Business Administration, prepared the book on the basis of experience in teaching a course in retail store management for pharmacists. Numerous men in the manufacturing, wholesaling and retailing fields were consulted in its preparation, as well as competent marketing authorities.

Copies of the book are available from the Burgess Publishing Company, 426 South Sixth Street, Minneapolis, Minnesota at $3.50.

Jernigan Chosen for Annapolis

Rupert W. Jernigan, Jr., son of pharmacist R. W. Jernigan, Eubanks Drug Store, Chapel Hill, has been designated by Congressman Carl Durham as a cadet in the United States Naval Academy at Annapolis. Rupert is now a sophomore in the University and is scheduled to take the Naval Academy's examination for entrance on May 7.

GREENSBORO MERCHANDISING CLINIC

(Continued from Page 58)

the address by Mr. Cates and it was later stated that eighty people had been served a standard 5c portion of ice cream from 1½ gallons of bulk cream.

While speaking on the subject, "Problems in Drug Store Management," T. C. Yearwood of Charlotte emphasized the shortage of certain drugs due to war conditions. He said that one of our biggest problems at the present time is an insufficient number of trained pharmacists. Through the courtesy of A. M. Mattocks of Greensboro, twelve photographs of prize-winning window displays were shown to the group.

During the "Open Forum" session conducted by Roger McDuffie of Greensboro, a number of topics were freely discussed. Sales Tax tokens, the Pure Food, Drug and Cosmetic Act, the sale of paregoric, combination deals and drugs limited to prescription were considered.

P. A. Hayes, President of the National Wholesale Druggists' Association, spoke to the group during an informal dinner at the O. Henry Hotel on the subject, "The Wholesaler—A Service Partner for the Retail Druggist." Immediately preceding his talk, the speaker introduced sixteen of his employees who had turned out in a body to hear their "boss."

T. G. Crutchfield, who had charge of the entertainment features of the program, announced during the dinner that S. M. Purcell has sent twelve of his pharmacists and clerks to the meeting.

"What Vitamins Do For Us," a thirty-minute movie covering the function of Vitamins and their sales possibilities was presented by Douglas Graham of E. R. Squibb & Sons. The speaker estimated that the sale of vitamins and vitamin products would exceed one hundred million dollars during 1941 and that the progressive pharmacist would capitalize on this demand by stocking an adequate supply of recognized merchandise in this field.

A series of five educational movies showing the production of essential oils was presented by George R. Fellows, Atlanta Representative of Fritzsche Brothers, Inc., at the close of the meeting. The speaker stated that the price on certain oils had advanced due to the fact that native herb collectors find it more profitable to sign up with the W.P.A. than to search for the drugs in the fields and forests.

Miss Alice Noble, Secretary of the School of Pharmacy, attended the Clinic as an official representative of the *Southeastern Drug Journal.*

Board of Pharmacy Examinations

The next examinations of the North Carolina Board of Pharmacy will be held in Chapel Hill on June 17, 1941. Full information concerning the examinations may be obtained from Secretary-Treasurer F. W. Hancock, Oxford, North Carolina.

The University Pharmacy Senate

Fred Dees, Jr.

The last meeting of the Winter Quarter for the Senate was conducted in the form of a debate. The query for debate was, Resolved, that Exclusive Brands are detrimental to Pharmacy. The affirmative was upheld by Joe King and Al Mattocks, the negative by Fred Dees and John Pickard.

Many interesting points were brought out by both sides. The affirmative argued (1) that certain exclusive brands were inferior in quality; (2) that stores handling these brands often lost the confidence of the physicians; (3) that many of the brands were unofficial; (4) that customers became dissatisfied because of "high pressure" salesmanship of these brands.

The negative met the above points with the following: (1) exclusive dealership establishes a good trade that cannot be infringed upon by other stores; (2) factory-to-pharmacist makes for more profit by eliminating the "middleman"; (3) special interest taken by the company in helping retail pharmacists with business problems; (4) exclusive brands have to meet U. S. P. standards and Pure Food and Drug Laws.

After the cases were presented, the Senate voted and awarded the decision to the negative.

Deaths

William Mann Tucker, age 64, of High Point died at his home in that city on March 6 following an illness of three weeks. He was born at Charlotte Court House, Virginia, and entered the drug business in High Point in 1907. He was a member of the local Elks and a past exalted ruler of the club.

Surviving are the wife, Mrs. Elizabeth Tucker; one brother, Russel Tucker of Reidsville and a sister, Mrs. S. W. McDuffie of Norfolk, Virginia. Funeral services were conducted at the Seereast funeral home and interment was in Oakwood cemetery.

Marriages

Miss Mary Jane Goodwin of Greensboro and William Edward Cromwell of Charlotte were married at College Park Baptist Church, Greensboro, on March 12 surrounded by kinspeople and close friends. The bride is the daughter of Mr. and Mrs. Norman B. Moury of Greensboro and the sister of pharmacist Malcolm Goodwin of Charlotte.

After the private ceremony the bride's parents entertained the families and out-of-town guests at their home, where the bride's table was centered by a wedding scene and further graced by white flowers and candles.

Mr. and Mrs. Cromwell will end their wedding trip in Charlotte where the bridegroom has lived for two years. He is with Remington Rand, Incorporated.

A Step in the Right Direction

The following announcement is being distributed by Lenoir druggists:

Beginning first Sunday in April, (6th), the drug stores in Lenoir will inaugurate a Co-operative Sunday Closing Program; one store, only, keeping open all day Sunday and alternating in following order:

Sunday, April 6th, Dayvault's, Open 8:00 A.M. to 9:30 P.M.

Sunday, April 13th, McNairy's, Open 8:00 A.M. to 9:30 P.M.

Sunday, April 20th, Lenoir Drug Store, Open 8:00 A.M. to 9:30 P.M.

Sunday, April 27th, Ballew's, Open 8:00 A.M. to 9:30 P.M.

The same sequence and rotation to be followed throughout the year.

Above stores will close every night, except Saturday, at 9:30 P.M.

We are hopeful, and feel sure, that the above program will augment, rather than curtail all necessary Drug Store service, since it permits a full and uninterrupted Sunday service, at one indicated store, and affords more hours per week accommodation than under prevailing conditions.

Prescription refills and purchase of certain controlled brands and items from the stores closed on Sunday may readily be anticipated and secured on week ends.

This program has been launched in order to effect certain necessary economies and in an honest and voluntary effort to comply with modern demands and trends pursuant to a full and loyal compliance with shorter work hours and more humane employment conditions; and at same time, contribute to the privileged rest and proper Sunday observance of all employees and personnel.

Hence, the several Drug Stores, in a spirit of mutual cooperation service and welfare, are launching this program in the faith and belief that the public will approve and benefit from its operation in the same relative degree and extent as the undersigned.

PLAN NOW TO ATTEND THE 1941 ANNUAL MEETING OF THE N. C. P. A., DURHAM, MAY 13, 14, 15

7 Reasons Why You, *Mr. Druggist,* Should Push Capudine

1. PRODUCT and ADVERTISING comply fully with all provisions of the new Food, Drug and Cosmetic Act.
2. A Fair Trade item that assures generous profit.
3. 5% CASH BONUS (in addition to jobbers discount) on $8.00 quantities or more.
4. Our newspaper advertising alone reaches over one million people each week in North Carolina.
5. 481% PROFIT when dispensed over the fountain from the one pint size.
6. FASTER stock turnover from increased volume of sales.
7. Capudine Chemical Co. has been serving the druggists of North Carolina for over 40 years.

CAPUDINE CHEMICAL CO. RALEIGH, N. C.

2 Repeaters that Pay You
100% PROFIT!



O-N PRODUCTS

Sold on Money-back Guarantee

ADVERTISING
NEWSPAPER, MAGAZINE
RADIO, BASEBALL AND
FOOTBALL SCHEDULES



Order from Your Jobber

Owen Drug Company, Salisbury, North Carolina

Cuticura

. . . A FRIEND OF YOUR PHARMACEUTICAL ASSOCIATION

. . . and of your customers, too, who know the benefits of Cuticura mildly medicated aids for the skin.

•

Cuticura Preparations are known and used throughout the world . . . not only for relieving externally caused skin irritations but also for regular, daily care of the skin.

CUTICURA SOAP is cleansing, mildly medicated, ideal for all toilet purposes.

CUTICURA OINTMENT is an emollient for helping relieve pimples, simple rashes and other blemishes due to external origin.

CUTICURA TALCUM is a fragrant, super-fine powder that soothes and comforts—helps prevent chafing and irritation.

POTTER DRUG & CHEMICAL CORPORATION
Malden, Mass.







We are hoping to see you all at the North Carolina Pharmaceutical Association meeting at Durham May 13-14-15.

Frank M. Fuller
Lloyd B. Allen
Gamble M. Bowers
Jas. B. Bowers

OWENS & MINOR DRUG CO., Inc.
Richmond, Virginia

A Cordial Welcome Awaits You in Durham

for the

Sixty-Second Annual Convention

of the

N. C. Pharmaceutical Association

PEABODY DRUG COMPANY
DURHAM, N. C.

The Carolina Journal of Pharmacy

PUBLISHED MONTHLY BY THE
NORTH CAROLINA PHARMACEUTICAL ASSOCIATION
AT CHAPEL HILL, N. C.
W. J. SMITH, MANAGING EDITOR
Entered as second-class matter July 5, 1922, at the post office at Chapel Hill, North Carolina under the Act of March 3, 1879

Annual Subscription, $1.00 — Single Numbers, 15 Cents

Vol. XXII — MAY, 1941 — No. 5

President Hollingsworth Invites You to the Durham Convention

It is my sincere wish that every pharmacist in North Carolina, who can possibly do so, will attend the Convention of the N. C. P. A. in Durham, May 13, 14, 15. The hospitality of Durham is well known and the Durham Drug Club, the T. M. A., the Women's Auxiliary and our friends in Chapel Hill have put forth every effort to make this Convention one of the very best, and you may rest assured it will be both pleasant and profitable.

The program this year has been arranged for two days and three nights, so that you will not have to be away from your store quite so long, and it has been our aim to make it a practical and instructive one.

I visited the Durham Drug Club on two occasions and it certainly is a live-wire organization. They were very enthusiastic over the Convention, leaving no doubt but that you will be royally entertained. The ladies who attend this Convention have a lot to look forward to, as very elaborate plans have been made for their entertainment.

E. G. Green, Chairman of the Entertainment Committee, has arranged a special program for those of you who do not dance. This feature, to be presented from 10 to 10:30 P.M. on Tuesday night in Convention Headquarters, immediately precedes the dance.

Plans have been completed by the T. M. A. to stage a super "Jamboree" on the final night of the Convention in the Durham Armory. The T. M. A. Party, always one of the outstanding events of the Convention, will give you a real entertainment thrill this year.

To pharmacists who are not members of the Association, I want to extend a special invitation to attend this Convention, so that you may see just what the Association is doing to help pharmacy and pharmacists in North Carolina. The reports on the two sectional meetings and the Drug Institute, started this year, will interest you, I believe, and show you that it is desirable to be a member. Application blanks will be gladly furnished at the registration desk.

It is my earnest desire that the younger pharmacists of the State attend this Convention and take part in the discussions and express their thoughts and ideas.

We have many "grand old men" in pharmacy in North Carolina whom we enjoy seeing each year at convention time.

It will be a rare privilege and a real pleasure for me to install Mr. Ralph P. Rogers, one of Durham's own, as President of the Association during the last session.

I am looking forward to seeing you in Durham.

(Signed) JOE HOLLINGSWORTH,
President N. C. P. A.

"The Friendly City" Welcomes You

I. T. REAMER, *Local Secretary*

Durham, the "City of Education and Industry," often referred to as "The Friendly City," cordially invites you to the North Carolina Pharmaceutical Association Convention to be held here May 13-14-15. Chapel Hill, located near-by, joins Durham in welcoming you to the Sixty-second N. C. P. A. Convention.

We confidently expect this to be one of the best conventions ever held in the Old North State. A large attendance is expected, and plans have been made accordingly. It is a happy coincidence that one of our fellow-townsmen, Mr. Ralph P. Rogers, will be installed as President of the North Carolina Pharmaceutical Association for the coming year. A celebration is in order, and we will do our best to make it a good one.

Special plans have been made to entertain the ladies. A Welcoming Tea provided by the Washington Duke Hotel on Tuesday afternoon will give old friends a chance to get together and newcomers an excellent opportunity to get acquainted. Others attractions will be offered for the folks who arrive on Tuesday afternoon. Tickets to the Uptown Movie Theatre will be available; and at the Hotel from 3:30 to 5:30 p.m. a special showing of the interesting picture "Tobaccoland" will be offered.

The opening dance on Tuesday night will be sponsored by the Peabody Drug Company, and several surprises are in store for those who attend. Entertainment features will be presented after the opening business sessions. Another item of interest will be the Special Prize drawing. All retail druggists who register up to the time of this drawing will participate in the "Book Prizes,"—one major prize of books with a value of approximately $50.00, with $50.00 worth of additional books to be won as individual prizes. Peabody Drug Company will furnish these prizes. Freddy Johnson's excellent orchestra will furnish the music for the first evening's dancing at the Hotel.

Wednesday at noon the Pet Dairy Products Company will be hosts to the ladies at a luncheon, and immediately after this especially-provided busses will take the ladies to the Sarah P. Duke Gardens at Duke University.

A real old-fashioned Barbecue Supper party in Chapel Hill from 5:30 to 7:00 on Wednesday for the entire Convention, with the student body of the University of North Carolina School of Pharmacy as special guests, will be the next order of the day. The B. C. Remedy Company will be your hosts for the Barbecue Party. Then back to Durham, where the Durham Druggists Association will sponsor a dance at the Armory, with Dean Hudson and his "Morning Toastchee Time" House of Lance orchestra to provide the music.

Save some energy for the last day, because there will be lots to do. A fashion show sponsored by the Belk-Leggett Stores and a bridge-luncheon sponsored by Southern Dairies will provide the ladies with things to do at noon, at the attractive Hope Valley Country Club.

For the men, plans have been made for a stag luncheon at the Washington Duke Hotel at noon, followed by a stag Golf Tournament at the Hope Valley Country Club, with a very valuable cup to be presented to the winner. The Golf Tournament and trophy are provided through the courtesy of the Yager Liniment Company.

The T. M. A. will sponsor a supper, floor show, and dance at the Armory auditorium on the concluding night of the Convention.

Plan to come early and visit the School of Pharmacy at Chapel Hill. Dean Beard is back at work, and he and the other faculty members will be more than glad to show you around. Duke University will be happy, also, to have you visit; and the Chesterfield and Lucky Strike Tobacco plants should prove to be very interesting. Mr. C. T. Council, Dewey Mims, and Floyd Goodrich are proud of their modern B. C. plant and will enjoy showing you through the very attractive place where umteen thousands of B. C.'s are made each day.

OFFICERS AND COMMITTEES OF THE NORTH CAROLINA PHARMACEUTICAL ASSOCIATION

Officers

Joe Hollingsworth, Mount Airy.....*President*
Ralph P. Rogers, Durham.....
Paul B. Bissette, Wilson..... } *Vice-Presidents*
W. Moss Salley, Asheville.....
W. J. Smith, Chapel Hill.....*Secretary-Treasurer*
C. M. Andrews, Burlington.....*Assistant Secretary-Treasurer*
F. O. Bowman, Chapel Hill.....*General Counsel*
I. T. Reamer.....*Local Secretary*

Officers-Elect

The following officers, elected by mail ballot in 1940, will be installed at the Durham meeting of the Association:

Ralph P. Rogers, Durham.....*President*
John C. Brantley, Jr., Raleigh.....
W. Moss Salley, Asheville..... } *Vice-Presidents*
T. G. Crutchfield, Greensboro.....
Joe Hollingsworth, Mount Airy..*Member of the Executive Committee for a three year term*

Committees

Joe Hollingsworth, Mount Airy.....*Chairman Executive*
Paul Thompson, Fairmont.....*Chairman Legislative*
C. C. Fordham, Jr., Greensboro.....*Chairman Fair Trade*
Roger A. McDuffie, Greensboro.....*Chairman Resolutions*
Henry Clay Ross,* Winston-Salem.....*Chairman Membership*
A. C. Cecil, High Point.....*Chairman U. N. C. Visitation*
W. A. Gilliam, Winston-Salem.....*Chairman Papers and Queries*
J. A. Goode, Asheville.....*Chairman Delegates to N. A. R. D.*
I. T. Reamer, Durham.....*Chairman Delegates to N. C. Medical Society*
W. L. Moose, Mount Pleasant.....*Chairman Practical Pharmacy and Dispensing*
I. W. Rose, Chapel Hill.....*Chairman State Advisory Committee Retail Drug Institute*

* Deceased.



I. T. REAMER
Local Secretary



R. A. McDUFFIE
Chairman Resolutions Committee

Convention Program

OF THE

SIXTY-SECOND ANNUAL MEETING OF THE NORTH CAROLINA PHARMACEUTICAL ASSOCIATION

WASHINGTON DUKE HOTEL, DURHAM

Tuesday, May 13

1:30 p.m.

Meeting of the Executive Committee of the Association in the Fountain Room of the Washington Duke Hotel.

2:30 p.m.

Registration

The registration of delegates and visitors will be under the direction of Assistant Secretary-Treasurer C. M. Andrews. A fee of $1.00 will be charged each member and visitor participating in the business and entertainment program. This fee entitles the registrant to admission to every convention event. An appropriate badge will be given each registrant. The registration desk will be located in the Lobby of the Washington Duke Hotel.

7:30 p.m.

First general session of the Association and its affiliated bodies, the Traveling Men's Auxiliary and the Women's Auxiliary.

Sixty-second Convention of the N. C. P. A. called to order by President Hollingsworth.

Twenty-eighth Convention of the Traveling Men's Auxiliary called to order by President C. H. Smith.

Ninth Convention of the Reorganized Women's Auxiliary called to order by Mrs. J. K. Civil, President.

Invocation by Rev. Stanley C. Harrell, Pastor of the Christian Church, Durham.

"America"—the entire audience will join in this song.

Address of Welcome on behalf of the City of Durham by Mayor W. F. Carr.

Response by J. C. Brantley, Jr.

Address of Welcome on behalf of the Durham Druggists by D. L. Boone, Sr.

Response by Paul Bissette.

Address of Welcome on behalf of the Ladies' Local Committee by Mrs. W. B. Morgan.

Response by Mrs. Lloyd Jarrett.

Announcements by Local Secretary I. T. Reamer.

(There will follow immediately the First Session of the Association. Delegates, and visitors from the two Auxiliaries are cordially invited to remain during this session.)

8:00 p.m.

Adjourned Session of the Association

Convention called to order by President Hollingsworth.

Roll Call (a brief formality).

Reading of Minutes of Preceding Meeting (a brief formality).

Receipt of Resolutions, all of which must be in writing and submitted to Chairman Roger A. McDuffie of the Resolutions Committee.

Presentation of Visiting Delegates.

Address of the President. Vice-President Ralph Rogers will preside.

Address by Rease Inge, Southern Sales manager of E. R. Squibb & Sons. Subject: "Customer Relations as Applied to the Retail Drug Store."

Prize drawing of pharmacy books, valued at $100.00, donated through the courtesy of Peabody Drug Company. Only members of the Association who have registered for the Convention will be eligible to compete for the books.

10:00-10:30 p.m.

For those who do not dance, a special thirty minute program of entertainment will be presented at this time.

10:30 p.m.-1:00 a.m.

President's Reception and Dance tendered the Association and its guests by Peabody Drug Company in the Ball Room of the Washington Duke Hotel. Music by Freddy Johnson's orchestra.

Wednesday, May 14

9:00-9:30 a.m.

Awarding of Prizes.

9:30 a.m.

Second Session of the Association

Convention called to order.

Reading of Communications.

Report of F. W. Hancock, Secretary-Treasurer of the North Carolina Board of Pharmacy.

Report of the Membership Committee by Chairman E. V. Stephenson.

Receipt of Resolutions.

Appointment of Nominating Committee.

Appointment of Committee on Time and Place of Next Meeting.

Report of Executive Committee.

Report of the Secretary-Treasurer.

Address by Captain Kenneth A. Kirby of the 105th Medical Regiment, Fort Jackson, S. C., "The Druggist in the Army."

Address by Charles G. Pyle of the Hygrade Sylvania Corporation, New York. Subject: "Fluorescent Lighting." The speaker will discuss the efficiency, quality, installation and advantages of fluorescent lighting.

Report of the Delegates to the N. A. R. D. Convention by Chairman J. A. Goode.

Address by J. F. Goodrich, Secretary-Treasurer of the T. M. A.

Awarding of Prizes.

Third Session

Prize drawing from 2:00-2:30 p.m.

2:30 p.m.

Convention called to order.

Report of Attorney Bowman.

Report of Historian Beard.

Report of the Committee on Practical Pharmacy and Dispensing by Chairman W. Lee Moose. Mr. Moose will incorporate in his report an explanation of his work in connection with the Retail Drug Institute. In addition to Chairman Moose, the following speakers will appear on the program:

J. W. Snowden of Pictorial Paper Package Corporation, "Prescription Packaging and Professional Advertising."

Professor Henry M. Burlage of the State University School of Pharmacy, "Elixir of Thiamine Chloride and its Stability in Combinations."

"Doctor X Calling" by Professors Ira Rose and M. L. Jacobs, assisted by Edwin R. Fuller, President of the U. N. C. Student Branch of the N. C. P. A. A dramatization of some practical problems encountered in the average prescription department.

Address by C. H. Smith, President of the T. M. A.

Awarding of Prizes.

5:30 p.m.-7:00 p.m.

An old-fashioned barbecue on the campus of the State University tendered the entire Convention and the Student Body of the U. N. C. School of Pharmacy through the courtesy of the B. C. Remedy Company. Professor M. L. Jacobs will have active charge of arrangements for this event in Chapel Hill.

10:30-1:00 p.m.

Dancing to the music of Dean Hudson and his nationally famous Lance Orchestra in the Durham Armory through the courtesy of the Durham Druggists Association.

Thursday, May 15

9:00-9:30 a.m.

"Professor I. Q. & S." will distribute 630 prizes to ten lucky contestants providing their "IQ" on pharmacy is up to par. Everyone registering for the program is eligible to participate in this program.

Fourth Session

9:30 a.m.

Convention called to order.

Report of the Fair Trade Committee by Chairman C. C. Fordham, Jr.

Report of F. O. Bowman, Executive Secretary of the Fair Trade Committee.

Address by Edward Spease, Director of Professional Relations, of the N. A. R. D.

Report of the U. N. C. Visitation Committee by Chairman A. C. Cecil.

Report of the Student Branch of the N. C. P. A. by Secretary D. F. McGowan.

Report of the Legislative Committee by Chairman Paul H. Thompson.

Receipt of Resolutions.

Papers and Queries

The program of the Papers and Queries Committee will be under the direction of Chairman Wade Gilliam.

Through special arrangements with this Committee, the Traveling Men's Association will present four nationally known merchandising experts who will discuss the display and sale of drug and sundry products. Don't miss this program because we confidently believe it will be one of the most helpful series of addresses of the entire Convention.

Awarding of Prizes.

2:00-2:30 p.m.

Awarding of Prizes.

Fifth Session

Convention called to order.
Report of the Committee on Time and Place of the next meeting.
Report of the Assistant Secretary-Treasurer.
Report of the Resolutions Committee.
Report of the Nominating Committee.
Election of a member of the Board of Pharmacy.
New Business.
Miscellaneous Business.
Installation of Officers.
Final Adjournment.

Immediately following adjournment there will be an important meeting of the Executive Committee in the Fountain Room of the Washington Duke Hotel.

7:00 p.m.-1:00 a.m.

Annual T. M. A. Dinner, Dance and Floor Show at the Durham Armory. Music by Dean Hudson's "House of Lance" Orchestra.

EDWARD SPEASE

Edward Spease, who will address the Convention on the morning of May 15, recently joined the staff of The National Association of Retail Druggists in the capacity of Director of the newly formed Professional Relations Department. Prior to coming with the N. A. R. D., Mr. Spease was Dean of the College of Pharmacy at Western Reserve University, Cleveland, Ohio, for twenty-four years.

Pharmacy has long been acquainted with Mr. Spease. Before entering Ohio State University, from which he received first his Ph.G. and later his B.S. in Pharmacy, Mr. Spease worked in retail drug stores, continuing to do so at odd times and during summers until 1916. He was the owner of a drug store for a time. After graduation in 1907, and for nine years until becoming Dean at Western Reserve, he was an assistant in the College of Pharmacy at Ohio State University, progressing to an assistant professorship and to the position of secretary of the college before leaving.

In his present capacity, Mr. Spease devotes his full time to the promotion of inter-professional relations, assisting pharmacists to further their professional departments. Contacts with the medical and dental professions also are a part of his many duties, and Mr. Spease will seek to improve relations among them and to secure their cooperation in matters of interest to the several professions.

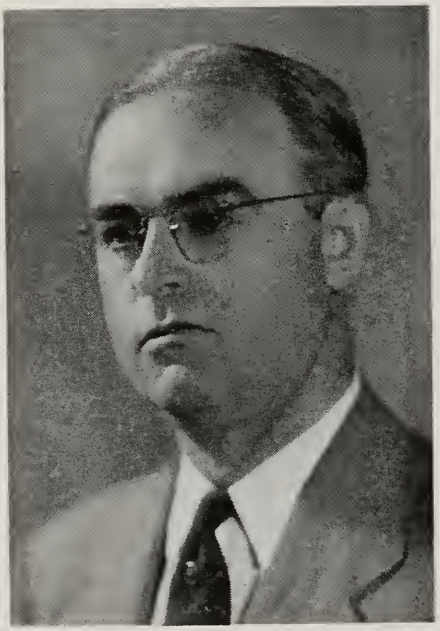
SOME OUTSTANDING LEADERS WHO WILL PLAY A PROMINENT PART IN THE SUCCESS OF THE DURHAM CONVENTION



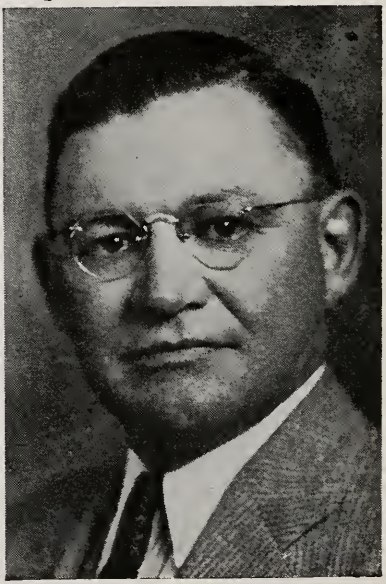
J. G. BEARD of Chapel Hill
Historian, N.C.P.A.



EDWARD SPEASE
Director of Professional Relations, N.A.R.D.

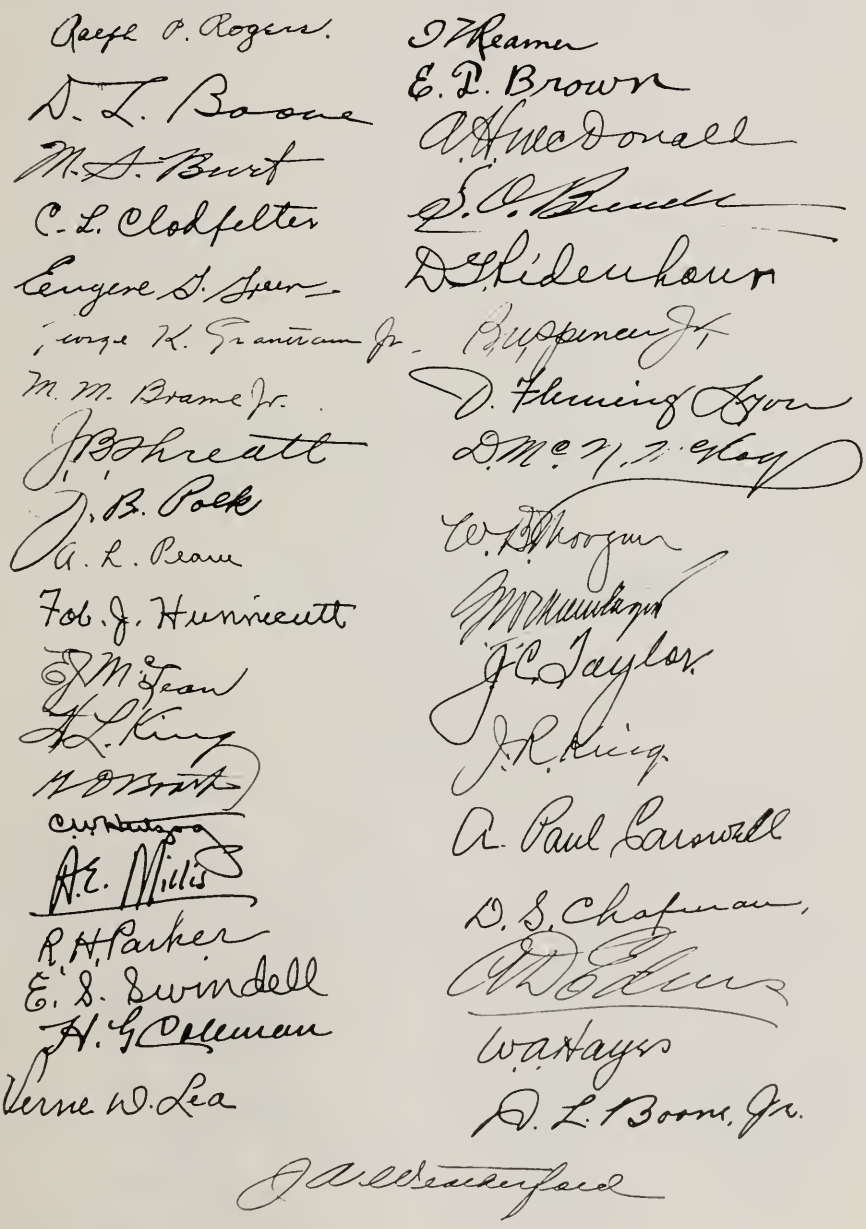


RALPH ROGERS of Durham
President-Elect of the N.C.P.A.



F. O. BOWMAN of Chapel Hill
Attorney, N.C.P.A.

The drug trade of Durham invites you to the "Friendly City" for the Sixty-second Annual Meeting of the North Carolina Pharmaceutical Association and its Auxiliary Bodies, the Traveling Men's Association and the Women's Auxiliary.



THE WOMEN'S AUXILIARY

The Women's Auxiliary

Mrs. J. K. Civil, President of the Women's Auxiliary, urges you to attend the Durham Convention.

A cordial invitation is extended to all the wives and girl friends of the druggists and traveling men to attend the Sixty-second Annual Convention of the North Carolina Pharmaceutical Association beginning May 13 in Durham.

The Durham druggists, assisted by the ladies of the Women's Auxiliary, have planned some delightful entertainment for the women and I take this opportunity to urge every eligible lady in the State to join us in Durham on Tuesday, May 13, for a grand get-together once more. Tell your husbands to lock up the doors of their stores, if necessary, and take three days off from the daily grind and head towards Durham in your old (or new) car.

The business session of the State Auxiliary will be held at 11 a.m. on May 14. I hope all the women attending the Convention will pay their dollar and join the Auxiliary as this fee goes directly to the Pharmacy Student Loan Fund at Chapel Hill to help some worthy young man or woman who needs financial assistance.

So, ladies, come early and plan to throw care to the winds for three glorious days in Durham. Let May 13 be your lucky day.

(Signed) Ruth S. Civil (Mrs. J. K.),
State President, The Woman's Auxiliary.

Program

Call to Order by Mrs. J. K. Civil, President.
Song "God Bless America" by the Assembly.
Minutes of last meeting by Mrs. H. L. Bizzell, Secretary.
Treasurer's Report by Mrs. H. L. Bizzell.
Recognition of guests.
Special Music.
Introduction of Speaker by Mrs. D. D. Hocutt.
Talk on the Pharmacy Student Loan Fund by Professor I. W. Rose of Chapel Hill.
Announcements by Mrs. W. B. Morgan, Chairman of the Entertainment Committee.
Reports of Officers.
Report of Nominating Committee.
Election of Officers.
Introduction of New Officers by Mrs. Civil.
Finale. "Star Spangled Banner" by Assembly.
Adjournment.

CONVENTION PROGRAM

Tuesday, May 13 7:30 p.m.
First Session
Joint meeting with the N. C. P. A. and the T. M. A.

Wednesday, May 14 11:00 a.m.
Second Session
Business meeting. Every woman registered for the Convention is invited to be present and affiliate with the Auxiliary. The membership fee is $1.00.

Welcome to Durham

With the advent of Spring, our thoughts turn with happy anticipation to the State Pharmaceutical Meeting which will be held in Durham, May 13-15. We are proud to be the hostesses to the Ladies Auxiliary of this Association. I want to extend to every Druggist's wife in North Carolina a cordial invitation to be with us at this meeting, which we are striving to make a most enjoyable occasion. It will be the pleasure of our local women to extend to you every courtesy and favor within our bounds.

(Signed) Mrs. W. B. Morgan, *Chmn.*,
Ladies Entertainment Committee
Durham Druggists Association

Officers of the Women's Auxiliary

Mrs. John K. Civil.....*President*
Mrs. C. A. Ring.....*First Vice-President*
Mrs. E. P. Crawford..*Second Vice-President*
Mrs. Harry Bizzell.....*Sec'y-Treas.*
Mrs. D. D. Hocutt.....*Parliamentarian*



The Ladies Entertainment Committees

Mrs. W. B. Morgan, *Chairman*

Hospitality

Mrs. Ralph P. Rogers, *Chairman*
Mrs. C. L. Haywood
Mrs. A. L. Pearce
Mrs. F. L. Furr
Mrs. H. L. King
Mrs. A. H. McDonald
Mrs. R. E. Gardner

Registration

Mrs. Wray S. Brown, *Chairman*
Mrs. H. C. Chapman
Mrs. A. P. Carswell
Mrs. B. W. Spencer, Jr.
Mrs. Winfred A. Clayton
Mrs. E. G. Green

Information

Mrs. J. Fleming Lyon, *Chairman*
Mrs. S. O. Brewer
Mrs. C. R. Clodfelter
Mrs. W. A. Ellis
Mrs. Archie Millis
Mrs. Nannie B. Cheek

Transportation

Mrs. J. B. Threatt, *Chairman*
Mrs. D. L. Boone, Sr.
Mrs. Roy Sparks
Mrs. W. A. Hayes
Mrs. J. C. Harris
Mrs. W. P. Ripley

Flowers

Mrs. D. L. Boone, Sr., *Chairman*
Mrs. E. S. Swindell
Mrs. H. G. Coleman
Mrs. G. O. Peele
Mrs. F. J. Hunnicutt
Mrs. Will Rogers
Mrs. Hopkins

Garden

Mrs. Archie Millis, *Chairman*
Mrs. Nannie B. Cheek
Mrs. Frank Harris
Miss Gertrude Garrard
Mrs. J. R. King
Mrs. H. C. King

Prizes

Mrs. John A. Weatherford, *Chairman*
Mrs. C. T. Council
Mrs. F. A. Stovall
Mrs. Charles T. Byerly
Mrs. J. D. Smith

The 1941 Graduates

This year the State University School of Pharmacy will graduate one of the largest classes in years. Although a number of the graduates have already been placed, there are still some of the students who are seeking work in the retail drug stores of this State; some as registered pharmacists, others as assistants until they secure the necessary training to take the complete examination.

If you need a pharmacist or can use one of the four-year graduates who has not had the years practical experience required by the Board of Pharmacy, write W. J. Smith, Drawer 151, Chapel Hill, and he will put you in touch with one of the students.

A number of the graduates this year are ladies who, besides being useful in the prescription department, can help you with your book work, the cosmetic department, etc.

The graduates will be available shortly after June 17, the date of the Board of Pharmacy examinations.



Meet Your Friends at the Convention

THE TRAVELING MEN'S AUXILIARY

The T. M. A., organized in Hendersonville in 1914, has played an important part in the growth and success of the North Carolina Pharmaceutical Association. In addition to the splendid work which they do towards advertising the Convention each year, their "Annual Jamboree" which will be the final entertainment program of the 1941 meeting, has developed into one of the highlights of the entire meeting. With the active support of every T. M. A. member, the organization has certainly been able to achieve its objective: Cooperation with North Carolina Druggists and Promotion of Good Fellowship Among Salesmen Soliciting Drug Trade in North Carolina.

OFFICERS

C. H. SMITH.....*President*
N. B. MOURY.....*Vice-President*
J. FLOYD GOODRICH.....*Secretary-Treasurer*
MRS. LOUISE JONES.....*Assistant Secretary-Treasurer*

BOARD OF GOVERNORS

J. W. BENNICK.....Five Years
J. F. NEELY.....Four Years
D. L. SHREVE.....Three Years
H. L. HITCHCOCK.....Two Years
M. W. STONE.....One Year

THE T. M. A. PROGRAM

Tuesday, May 13; 7:30 P.M.

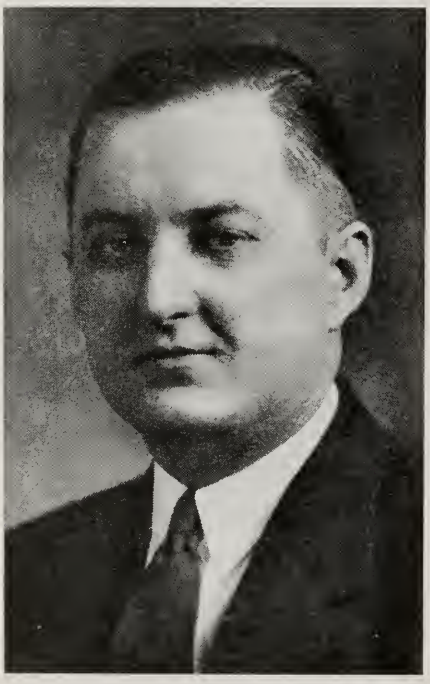
Joint Meeting with the N. C. P. A. and Women's Auxiliary.

Thursday, May 15; 11:00 A.M.

Business Meeting

7:00 p.m. to 1:00 a.m.

"T. M. A. Jamboree" at the Durham Armory Auditorium. The entire Convention as well as the Student Body and Faculty of the Pharmacy School will be guests of the T. M. A. at this event.



C. H. SMITH of Charlotte

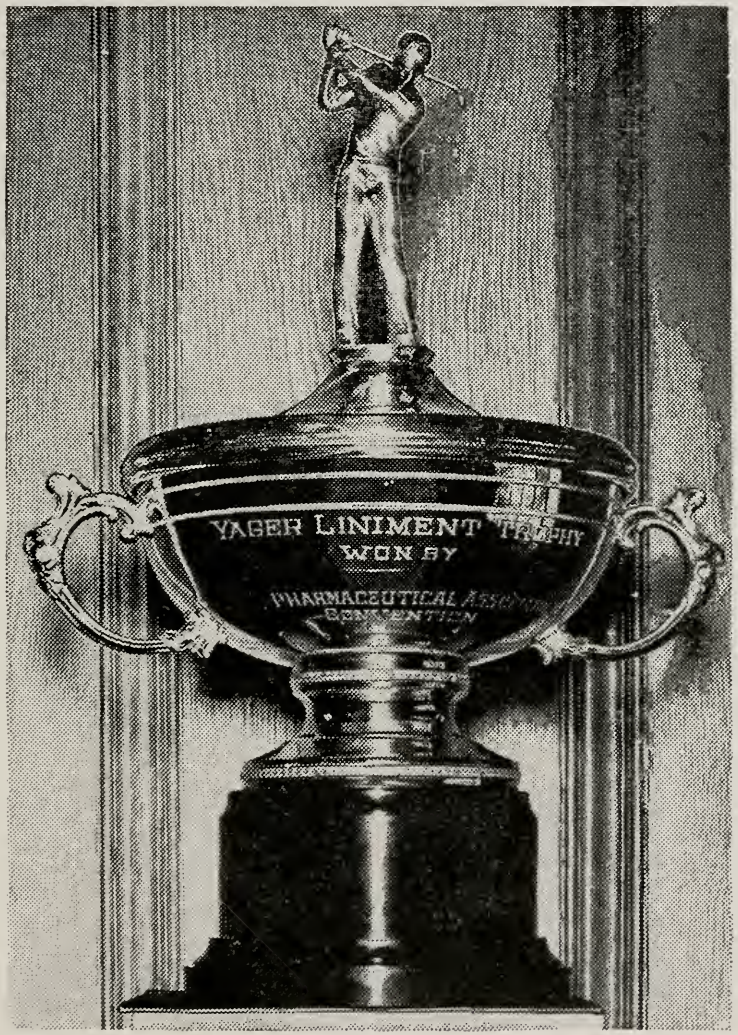
"We're Going to Have a Party"

A warm welcome awaits the Druggists of North Carolina, their wives, the faculty and students of the University of North Carolina School of Pharmacy on Thursday evening, May 15, 7 p.m., at the Durham Armory Auditorium.

The members of the Traveling Men's Auxiliary will be delighted to have you as their guests for dinner and a "Streamlined Musical Show," then a dance. The music is to be furnished by none other than "Dean Hudson and his Toastchee Time Orchestra."

Our L. J. Loveland, who is chairman of the entertainment committee, won't slight you when it comes to entertainment. He has the cooperation of every T. M. A. member—the membership is the largest in the history of this organization; so, you Travelers who have not joined, meet us in Durham May 13, 14 and 15.

(Signed) C. H. SMITH,
President T. M. A.



Yager Liniment Company Trophy to Be Awarded
the Winner of Golf Tournament

DURHAM DRUGGISTS PLAN FOR 1941 CONVENTION

Local Committees

I. T. Reamer, *Local Secretary*

Executive Committee

I. T. Reamer, *Chairman*
Ralph Rogers
E. G. Green
S. O. Brewer
D. L. Boone, Jr.
D. L. Boone, Sr.
J. F. Lyon
C. T. Council
G. Bernard

Entertainment

E. G. Green, *Chairman*
D. L. Boone, Jr.
Chas. Byerly
W. A. Hayes
W. P. Ripley
C. L. Eubanks

Welcome

D. L. Boone, Sr., *Chairman*
G. D. Booth
Eugene Brown
J. C. Harris
Hunter Kelly
C. W. Hertzog
J. Weatherford
C. H. King
F. J. Hunnicutt
D. M. McKay

Registration and Information

J. F. Lyon, *Chairman*
C. R. Clodfelter
G. D. Booth
R. E. Gardner
Frank Harris
V. D. Lea
A. F. Nicholson, Jr.
J. B. Threatt
I. L. Zuckerman
Harris King

Prizes

D. L. Boone, Jr., *Chairman*
M. S. Burt
W. C. Clayton
W. O. Daniels
W. A. Ellis
G. K. Grantham
J. A. Hall
A. E. Millis
Joe Pickard
Tom Mangum
G. O. Peele

Finance

G. Bernard, *Chairman*
C. T. Council
D. L. Boone, Sr.

Publicity

Ralph Rogers, *Chairman*
H. G. Coleman
E. G. McLean
A. L. Pearce
B. W. Spencer
J. C. Taylor

Transportation

S. O. Brewer, *Chairman*
W. B. Morgan
M. M. Brame
C. T. Byerly
H. C. Chapman
A. D. Edens
D. G. Ridenhour
E. P. Sneed
A. P. Carswell

Golf Tournament

D. A. Sorrell, *Chairman*
F. G. Daniel
W. B. Morgan
D. G. Ridenhour

ENTERTAINMENT PROGRAM

Tuesday Afternoon. Welcoming Tea for the ladies at the Washington Duke Hotel through the courtesy of the hotel management. Free tickets to the Uptown Theatre and a special showing of the North Carolina movie, "Tobaccoland," in the Convention Hotel from 3:30 to 5:30 p.m.

Tuesday Night. President's Reception and Dance tendered the Association and its guests by the Peabody Drug Company in the Ball Room of the Washington Duke Hotel. Music by Freddy Johnson's Orchestra. Special entertainment from 10 to 10:30 p.m. for those who do not dance.

Wednesday Morning. Pet Dairy Products will be hosts to the ladies at a luncheon in the Washington Duke Hotel at noon. Immediately following the luncheon, special busses will be provided the ladies for a tour of the Sarah P. Duke Gardens at Duke University.

Wednesday Afternoon. Old-fashioned barbecue party in Chapel Hill from 5:30 to 7 p.m. through the courtesy of B. C. Remedy Company.

Wednesday Night. Dean Hudson and his "House of Lance" orchestra will furnish the music for the dance to be given in the Durham Armory from 10:30 p.m. to 1 a.m. by the Durham Druggists Association.

Thursday Morning. Fashion Show at the Hope Valley Country Club sponsored by Belk-Leggett. Following the Fashion Show, a bridge party and luncheon will be tendered the ladies through the courtesy of Southern Dairies. Corsages and gifts for everyone. While the ladies are enjoying themselves at the Country Club, the men will be attending a stag luncheon at the Washington Duke Hotel, scheduled to begin at noon. Later in the afternoon a Golf Tournament will be held at the Hope Valley Country Club with the "Yager Trophy" to be presented the winner. The Tournament, provided through the courtesy of Yager Liniment Co., is open to all men registered for the Convention. Green fees paid. A valuable golf bag, donated by Van Pelt and Brown of Richmond, Va., will also be awarded to some lucky winner during the Tournament.

Thursday Night. "T. M. A. Jamboree" in the Durham Armory from 7 p.m. to 1 a.m. The T. M. A. will be on hand to see that you receive plenty of the three "F's": Food, Favors and Floor Show. Dancing to the music of Dean Hudson and his Lance Orchestra will complete the entertainment program.

THIRTY REASONS FOR ATTENDING THE ANNUAL CONVENTION OF THE N. C. P. A. IN DURHAM

1. President Hollingsworth's Address.
2. Address by Rease Inge, Southern Sales Manager of E. R. Squibb & Sons.
3. Prize drawing of pharmacy books, valued at $100.00.
4. Special entertainment for those who do not dance.
5. Freddy Johnson's Orchestra.
6. "The Druggist in the Army" by Captain Kenneth A. Kirby.
7. Report of F. W. Hancock, Secretary-Treasurer of the N. C. Board of Pharmacy.
8. "Fluorescent Lighting" by Charles G. Pyle of Sylvania Corporation.
9. Report of Attorney F. O. Bowman.
10. "Doctor X Calling" by Professors Rose and Jacobs and Edwin R. Fuller of the School of Pharmacy.
11. Address by J. W. Snowden of Pictorial Paper Package Corporation.
12. "The Retail Drug Institutes of N. C." by W. Lee Moose.
13. Report of Dean J. G. Beard, Historian of the N. C. P. A.
14. Address by Henry M. Burlage of the State University School of Pharmacy.
15. Barbecue at Chapel Hill with time out for a visit with the faculty of the School of Pharmacy.
16. Dean Hudson and his Lance Orchestra.
17. "Professor I. Q. & S." who will distribute 630 prizes to ten lucky contestants.
18. Address by Dean Edward Spease.
19. Report by Paul Thompson, Chairman of the Legislative Committee.
20. Report of A. C. Cecil, Chairman of the U. N. C. Visitation Committee.
21. Papers and Queries Program. Four nationally known merchandising experts have been scheduled by the T. M. A.
22. Fashion Show, Bridge-luncheon and tour of the Sarah Duke Gardens for the ladies.
23. "Tobaccoland," a thirty-minute movie produced in North Carolina will be shown.
24. Prizes—Prizes—Prizes for everyone.
25. A chance to meet your friends, to make new ones, to take a new lease on life through mutual discussion and action.
26. Business and social activities of the T. M. A. and Women's Auxiliary.
27. Report of the Delegates to the N. A. R. D. Convention by J. A. Goode.
28. Election of a Member of the Board of Pharmacy.
29. Stag luncheon—Golf tournament—Yager Trophy.
30. T. M. A. Jamboree in the Durham Armory with food, fun and frolic for all.

Hotel Accommodations

THE WASHINGTON DUKE HOTEL

The Washington Duke Hotel has been selected as Convention headquarters. The management offers the following rates, all rooms with bath:

Single rooms, $2.50, $3.00 to $5.00 per day.

Double rooms, $5.00 and up per day.

THE HOTEL MALBOURNE

Single rooms, without bath, $1.75 per day, per person.

Single rooms, with bath, $2.50 per day, per person.

Double rooms, without bath, $2.50 per day.

Double rooms, with bath, $3.00 and $3.50 per day, per person.

THE CAROLINA INN, CHAPEL HILL

50 rooms with bath available at $2.50-$3.00 single; $5.00 double (twin beds).

For Sale

$450.00 double-sided glass shelved case with marble base; suitable for cosmetics, etc. For quick sale, $75.00.

Seven sets soda tables with chairs, $15 each. Address:

W. J. Smith
Drawer 151
Chapel Hill, N. C.



Duke University

DURHAM, NORTH CAROLINA

University campus to be one of the centers of interest at the 1941 convention



Entrance to the School of Medicine, Duke University

While the delegates and visitors are in Durham for the May convention of the North Carolina Pharmaceutical Association they will be afforded an opportunity to visit the campus and buildings of Duke University. The authorities will welcome informal visits at any time during the convention. The women participating in the convention will be given a special tour of the campus, including the Sarah P. Duke Memorial Gardens, on Wednesday afternoon, May 14.

Phil Suttlemyre, Son of Mr. and Mrs. P. J. Suttlemyre, of Hickory, Works on Terry Toon Movie Short

Ever think how many drawings are necessary to make the animated cartoon characters that flit across today's motion picture screens seem real?

Hundreds is putting it mildly, according to Phil Suttlemyre of Hickory, who returned this afternoon to Brooklyn, N. Y., to resume his studies at Pratt Institute. He spent this week in Hickory with his parents, Mr. and Mrs. P. Johnson Suttlemyre.

Phil was one of about a hundred workers who turned out the Terry Toon short, "Fishing Made Easy," now running at a local theater. That animated cartoon feature was completed in seven working days, Phil explained, after *The Record* had learned by the grapevine method that the Hickory youth had a hand in the production of the movie feature.

He said the standard speed for separate drawings flashed on the screen to make a cartoon "animated" is about twenty-four per second. Thus for an eight-minute feature approximately 11,520 drawings would be necessary.

Last February Phil worked under Paul Terry, originator of this particular feature, for a month—his work in Terry's studio counting on his scholastic requirements at Pratt. The Institute encourages practical experience, along with theoretical training.

Most of the Terry Toons are completed within two weeks, the workers getting a five-day week. There are a number of "animators," but to rise to this rank one has to work there for at least a year, Phil said. This group makes an original drawing, which is photographed to determine whether the character looks natural enough to pass for a pseudo-human being or animal. If given the okay, the photographed drawing is then traced by other workers on celluloid.

The reason for the celluloid is to economize on drawing time and effort. If opaque material were used, the backgrounds would have to be drawn, painted, and photographed each time a scene is used. As it is, only the figures are drawn many times, with slight changes, to give the effect of motion.

When all the drawings have been completed, they are put together and synchronized. The orchestration for the animated cartoon has been arranged beforehand, the young Hickory man explained, adding that the music might be pretty unusual if selected to fit the cartoon instead of the cartoon to fit the music.

Although Phil enjoyed his month in Terry's studio, he is really interested in illustrations. He is enrolled in the illustrations school of Pratt Institute, this department having about seven hundred students. The entire student body at Pratt, including night students, numbers five thousand.—*Hickory Daily Record.*



C. T. COUNCIL, of Durham

President of the B. C. Remedy Company

An old-fashioned barbecue will be tendered the entire Convention and the student body of the Pharmacy School in Chapel Hill through the courtesy of B. C.



A corner of the rock garden, one of the interesting spots in the Sarah P. Duke Memorial Gardens, Duke University

R. J. Darden of Clinton Wins Pharmacy Test Merchandise

R. J. Darden, pharmacist with Joe Reynolds, Inc. of Clinton, was the first person to send in a correct list of answers to the problems published in the April issue of the CAROLINA JOURNAL OF PHARMACY. Merchandise valued at $1.00 has already been sent to the winner. Doctor E. A. Brecht of Chapel Hill correctly solved all of the problems but declined to accept the prize due to the fact he had a copy of the April issue before the JOURNAL was mailed from Chapel Hill.

In addition to Mr. Darden and Doctor Brecht the following individuals sent in a correct list of answers: G. P. Thornton of Goldsboro, H. M. Cooke, Jr. of Winston-Salem, Ernest Brown of Greenville, Dorothy Taylor of Clinton, South Carolina, and W. S. Wolfe of Mount Airy.

The correct answers to the problems are: (a) $2.00 and 54%; (b) 21c and 67%; and (c) $1.56.

Kelly Bennett Elected President of Bryson City Rotary Club

Kelly E. Bennett, prominent Western North Carolina pharmacist, was elected President of the Bryson City Rotary Club during the annual election of officers held recently.

In addition to accepting the new duties of this office, Pharmacist Bennett has filed in the race for mayor of his city, the election to take place May 6. The slogan, "Ask Bennett—He Knows," is familiar to Swain County citizens and should serve as good campaign material in his political race.

To top all this, Mr. Bennett is completely remodeling his store.

The University Pharmacy Senate

Fred Dees, Jr.

The Spring Quarter activities of the Senate had a good start with two new members being accepted. They were Harry Allen, Jr. of Cherryville and Jessie Stewart of Wallace. Both made a short talk at their first meeting. Mr. Allen's talk was on the New Hampshire Bill affecting Pharmacy standards and Mr. Stewart's talk was on narcotic addicts.

At the last meeting of the Senate, Bryan Whitford gave a very interesting summary of the recent trip to the Eli Lilly Plant in Indianapolis. Beginning with the departure from Durham, he described in detail the many interesting features of the trip. Accompanying his talk was a short movie taken on the trip. These were shown by Mr. W. J. Smith and proved to be an excellent supplement to Mr. Whitford's talk.

The Senate has voted to have a display at the coming convention of the North Carolina Pharmaceutical Association in Durham. The scheme of the Right and Wrong Way to Compound Prescriptions will be carried out. We take this opportunity to urge all readers of the JOURNAL who will be at the Convention to inspect this and the many other displays that will be presented.



J. F. GOODRICH of Durham
Secretary-Treasurer of the T. M. A. and Loyal Supporter of the N.C.P.A.

NEW MEMBERS OF THE N. C. PHARMACEUTICAL ASSOCIATION

Thirty-four Regular and ten Associate members have been added to the rolls since June 1, 1940. The list follows:

Regular Members

Clyde Loraine Futrell.....Cary
Samuel Woodrow McFalls.....Greensboro
William Francis Lynch.....Greensboro
Clement Byrd.....Roxboro
B. Paul Woodward.....Southern Pines
Ellis Patrick Gaddy.....Ahoskie
Allen Alexander Lloyd.....Hillsboro
John Albert McNeill.....Whiteville
Joseph Clement Powell.....Winston-Salem
Thomas Reid Rand, Jr.....Raleigh
Wayne Robert Richardson.....Boone
Robert Meril Rimmer.....Franklin
Jesse Milton Russell, Jr.....Canton
Benjamin Franklin Stone.....Elizabethtown
Alonzo Kennedy Walters.....Burlington
William Anderson Hayes.....Durham
Aldridge Kirk Hardee, Jr.....Charlotte
Malcolm Noyes Goodwin.....Charlotte
Oren Edgar Franklin.....Wilmington
Lyle Benjamin Craig.....Vass
John Henry Causey.....Winston-Salem
L. M. Bobbitt.....Winston-Salem
Gilberto Colina.....Charlotte
Harry Moseley Sullivan.....Waynesville
G. L. Kirkpatrick.....Asheville
John Frank Sherard.....Pittsboro
William Ruffin Royeroft.....Coats
G. E. Matthews.....Fayetteville
Robert Baugham Bolton.....Rich Square
L. M. McKenzie.....Lumberton
Altajane Holden.....Clinton
Herbert William White.....Fayetteville
Albert B. Chandley.....Asheville
Flay Dewitt Quinn.....Shelby

Associate Members

William Neisler Wilkins.....Kinston
J. A. Macfie.....Brevard
Joseph Phillips Richardson.....Lenoir
Wesley S. Rush.....Candor
Robert Clifton Alderman.....Roschill
Edward A. Brecht.....Chapel Hill
T. Alonzo Barbour.....Burlington
Thomas Dillon David.....Pembroke
Eugene Delano Millaway.....Burlington
John Knox Thompson.....Gastonia

Applications for membership in the North Carolina Pharmaceutical Association may be obtained from the Secretary-Treasurer, Drawer 151, Chapel Hill.

Board of Pharmacy Examinations

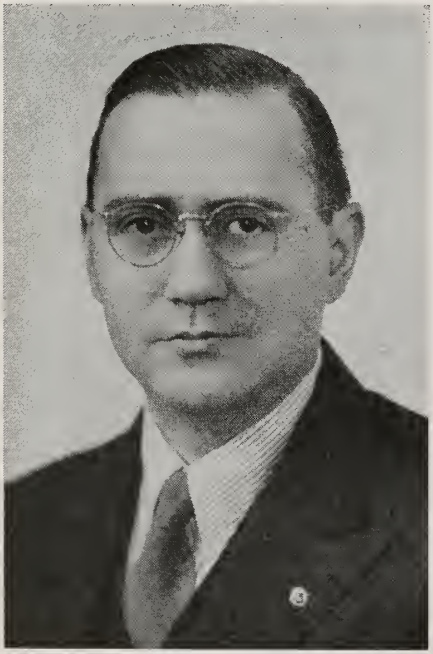
The next examinations of the North Carolina Board of Pharmacy will be held in Chapel Hill on June 17, 1941. Full information concerning the examinations may be obtained from Secretary-Treasurer F. W. Hancock, Oxford, North Carolina.

Second Series of Drug Institutes Get Underway

A total of sixty-six persons have registered in the second series of Retail Drug Institutes now underway in Durham, Raleigh and Henderson. W. Lee Moose, Itinerant Instructor, reports good attendance at the first meeting held in the three towns mentioned above.

Several druggists in the Greensboro area had a 100% attendance average at the completion of the eight programs in that section. Following the work in Greensboro, High Point, Burlington and Reidsville, Mr. Moose got the program underway in the present area with the help of Local Advisory Committees elected by the druggists in their respective areas.

District Health Officers are scheduled to address the class members during the second week beginning April 14. Later programs will cover merchandising, display, sales and professional problems.



W. L. MOOSE of Mount Pleasant
Chairman Practical Pharmacy and Dispensing Committee

"I. P. Scribe, M. D."

A new feature of the JOURNAL scheduled to begin with the June issue is "I.P. Scribe, M.D.," a comical character drawn especially for this publication by pharmacist J. Louis Cobb of Mount Olive. Each of the cartoon drawings will depict a funny incident in the life of this pharmaceutical-minded individual.

Mr. Cobb has unusual abilities as an artist—one of his paintings now hangs in the library of the State University School of Pharmacy—in addition to being a first-class pharmacist. One of his water color drawings titled "Research" hangs in the office of the CAROLINA JOURNAL OF PHARMACY and is highly prized by the writer.

Mr. Cobb's son, Jimmy, who is an honor student at Mount Olive High School has just received notice from Honorable Graham Barden that he has been appointed 2nd alternate appointee for U. S. A. Naval Academy at Annapolis.

Durham Druggists' Association Meets

S. O. Brewer, President of the Durham Druggists' Association, announced the organization would actively participate in the Retail Drug Institute program following a discussion of the Institute by club members at the E. B. Morris Cafe on the night of March 26. Ralph Rogers, Chairman; S. O. Brewer, D. L. Boone, Sr., E. G. Green and I. T. Reamer will serve as the Local Advisory Committee in setting up the Institute in Durham.

Tentative plans for the 1941 Convention of the N. C. P. A. to be held in Durham in May were announced by I. T. Reamer, Local Secretary. It was announced that hundreds of prizes for the Convention had already been received from 123 manufacturing concerns and that more were expected shortly.

F. O. Bowman and W. J. Smith of Chapel Hill were guest speakers of the local group. A showing of "Tobaccoland" completed the program for the night.

April Report Charlotte Druggists Auxiliary

Mrs. Philip Van Every
Corresponding Secretary

"Variety is the spice of life," so this month we gathered for lunch in the private room in Efird's Department Store. The food was "Just What The Doctor Ordered," so let's get on with our meeting.

Mrs. Edwards, our president, was unusually gay and peppy and gave us a grand send-off. Mrs. Yearwood, our secretary-treasurer, was just as spic-span and smart looking as always and after calling the roll for a fair-sized crowd and reading the minutes, gave the treasurer's report.

Balance in treasury	$62.88
Voted to give to Student Loan Fund	50.00
	$12.88
Expenses	4.14
	8.74
Paid into treasury	1.00
Total Balance	$ 9.74

We think we're ending our year fairly wealthy, don't you? We are so happy over giving $50.00 to the Student Loan Fund, it is certainly a worthy cause.

Mrs. Joe Monroe, who was chairman of the nominating committee, presented their slate of officers. They were all unanimously elected. Mrs. L. E. Barnhardt will be our new President. Her husband is a registered pharmacist but has traveled for the past four years for Armour. Mrs. Barnhardt is very pretty and popular and we know she'll make a grand president.

Mrs. A. K. Hardee, one of our recent members, was elected Vice-President. Her husband bought Louis Holmes Drug Store on Selwyn Ave. Mrs. Hardee is fair to gaze upon.

Mrs. J. M. Still will be our new secretary-treasurer. Bonner is most attractive and has the real "drug spirit." Joe is one of the "Travelers."

Mrs. R. E. Cornelius is our new corresponding secretary. Her husband owns a Service Cut Rate Store on East Morehead. She's also young and lovely as well as the other officers; so '41-'42 should be a grand year for us.

Mrs. John Civil, our state-president, told us all the plans for the convention in Durham May 13th, 14th and 15th. We are all so excited we can hardly wait, and I know our auxiliary will be well represented.

Looking Glass: Mrs. J. L. Sisk looking like an ad for Harper's Bazaar in black and white with a "snazzy" black straw. Mrs. D. C. Lisk in a new spring suit and a snappy new hat. Straws seemed to prevail. Mrs. E. H. Hemmle had on a cunning blue one.

Eye Spied Items:

Mrs. Joe Monroe wearing a striking plaid suit with a natural straw hat. Mrs. E. I. Butler in powder blue with antique tan accessories. Mrs. A. K. Hardee in a soft gray suit. Mrs. R. E. Cornelius in rose. The beauteous Mrs. Louis Holmes in a red straw hat. Perfect for the real brunette that she is. Mrs. L. E. Barnhardt in blue. Mrs. Walter Dixon in a lovely print. This month's bouquets go to Mrs. S. P. Hall and Mrs. S. A. Beatty. Their husbands are representatives of Burwell and Dunn. Mrs. Hall and Mrs. Beatty are always present at every meeting and are both most attractive.

We've a balance of $4.79 for our flower fund; so it will pay some of you to get sick.

From My Notebook:

In a special notebook I keep statements that I have found useful in trying to get a "far horizon's" view of life and work. This is one of my favorites:

"Make no little plans; they have no magic to stir men's blood and will not be realized. Make big plans; aim high in hope and work, remembering that a noble and logical plan will never die, but long after we are gone will be a living thing."—Lita Blane.

Our next meeting will be May 20th and we'll all be full of the convention; so we'll see you in Durham.

North Carolina News Notes

C. P. Harper of Selma, who was struck by an automobile and knocked to the pavement on March 31, is slowly improving at the Carolina-General Hospital in Wilson, where he was rushed immediately after the accident. Mr. Harper, while crossing the street to extinguish the lights on his car he had left burning, was struck by an automobile. He suffered a fracture of the right hip and a head injury.

W. L. Barnhill, Wilson pharmacist, was appointed on April 4 to the board of aldermen for the sixth ward to fill the term created by the General Assembly when it enacted a bill splitting the first ward of Wilson.

First Lieutenant **James M. Hall, Jr.** of Wilmington has replaced Captain Joseph E. Cheek as Commander of Company I, 120th Infantry, now stationed at Fort Jackson, S. C. Lieutenant Hall will be promoted to the rank of captain in the near future.

Ferguson's Service Drug Store, located in the Capital City at 11 South Dawson Street, was formally opened on April 9. The proprietor, **John S. Ferguson,** has been in the drug business in Raleigh for the past thirteen years.

With the advent of Spring political issues once again provide material for debate, especially among those pharmacists in the State who are running for reelection in the municipal contests. Word reaches this office that **Ralph E. Kibler** of Morganton has been reelected as alderman of Ward No. 1. The Morganton *News-Herald,* commenting on Kibler's re-election, had this to say about alderman-pharmacist Kibler: "His victory brings to Kibler what is believed to be a record for continuous service on the town board, at least for this generation. His success extends his tenure over a period of three administrations. He was first named by appointment in October, 1933, to succeed the late James A. Claywell, on the board headed by Doctor James W. Vernon as mayor, and was re-elected with the same board in 1935, and again in 1937 when Mayor Bristol and the present board took office. He was again re-elected in 1939, and begins now another term with an entirely new board but under the same mayor with whom he has served for the past four years."

Yates E. Spake, proprietor of The Spake Pharmacy of Morganton, was elected Alderman from Ward No. 4 to serve on the Board with Pharmacist Kibler. Mr. Spake, unopposed in his Ward, lead the ticket with 1,140 votes.

Mayors **Earl Tate** of Lenoir and **E. E. Missildine** of Tryon are also running for re-election this year.

New blond fixtures and fluorescent lighting have been installed in Parker's Drug Store of Murphy. The newly redecorated store occupies but one half of the former space, previously one of the largest drug stores in Western North Carolina, in order to give Pharmacist **R. S. Parker** an opportunity to render more efficient service in serving the drug needs of his community.

On Friday, April 4, **Doctor E. F. Kelly,** Secretary of the American Pharmaceutical Association, addressed the students and faculty of the University of North Carolina School of Pharmacy on "The Place of Pharmacy in the National Defense Program." The speaker discussed the subject in detail following which an Open Forum was held to give his listeners an opportunity to ask questions regarding commissions in the Army, draft deferment, etc. Doctor Kelly visited friends in Carthage before returning to Washington.

"Wayne County Retail Druggists Association" is the name of the recently organized drug group in that Eastern North Carolina county. Officers elected to serve during the coming year are: **J. T. Vinson,** President; **Shelton Brown,** Vice-President and **T. R. Robinson, Jr.,** Secretary-Treasurer. **Joe Hollingsworth** of Mount Airy and **W. J. Smith** of Chapel Hill were guest speakers of the Association at their regular monthly meeting in Goldsboro on Thursday, April 3. In addition to the druggists of Goldsboro, **W. E. Lewis** and **J. L. Cobb** of Mount Olive and **W. Y. Whitley** of Fremont attended the meeting.

B. R. Ward of Goldsboro recently presented the museum of the State University School of Pharmacy a mortar and pestle which was in use sometime prior to 1880.

J. C. Mills of Cliffside took his young son on a recent fishing trip to teach him the fine art of angling. Result: the young man baited his hook with red worms—the rest of the party used fancy lures—and proceeded to show his father how to catch fish.

G. B. Finley of Marion has been doing relief work at the People's Drug Store, Forest City.

E. R. Goodyear, formerly associated with drug stores in Wallace and Greensboro, is now connected with Owen's Pharmacy, Tryon. For the past several years Mr. Goodyear has been working in Georgia.

Mrs. S. M. Turner of Burlington has donated twelve pharmacy books to the N. C. Pharmaceutical Association. The books, used by the late Samuel Monroe Turner, will be given to a needy pharmacy student.

A. J. Miller, formerly of Goode's Asheville, has accepted a position with the Biltmore Drug Store.

E. L. Feagin of Jackson Pharmacy, Hendersonville, is seriously ill in the Biltmore Hospital.

Maurice L. Cable is now with Kenilworth Drug Store, Asheville. He and the proprietor, **J. R. Johnson**, intend to toss coins for answering the night bell as both reside in adjacent houses on the same street: White Fawn Drive.

C. G. Lashley of Statesville will become connected with the Brevard Drug Company, Brevard, on May 1 as pharmacist and part owner. The store will be moved across the street into a new building within thirty days.

Jesse Pickleseimer is seriously ill in Brevard after suffering a stroke several weeks ago. His condition remains unchanged.

W. H. Creech has sold his interest in the Creech Drug Company to **J. A. Creech.**

J. W. Harrison of Salley's Drug Store, Asheville, is teaching his wife the International Morse Code, using a 1920 Dispensatory as practice material. H. H. (Ham Harrison) states that such words as Crocus, Zingiberis and Hexamethylenamine have a rhythmic tone on a telegraph key and oscillator.

Honorable J. Melville Broughton, Governor of North Carolina, commissioned **Marion Butler Melvin** of Raleigh a member of the North Carolina Board of Pharmacy for a term of five years on April 3. Mr. Melvin's commission expires on April 28, 1946.

The Charlotte Drug Travelers expect to occupy their Club House, located on the Catawba River near Charlotte, sometime in May. The building, 40 x 60 feet, is being built on five acres of land leased from Duke Power Company. Members of the Building Committee are: A. B. Morgan, Chairman; Wilbe Wilson, M. W. Stone, S. A. Beatty and N. H. Harris. The Finance Committee includes Wilbe Wilson, Chairman; P. C. Day, P. L. Van Every, W. R. Dixon and R. H. Marston.

J. O. Hendricks has resigned as prescriptionist at Charlotte Street Pharmacy, Asheville, and plans to open his own store in Canton by May 1.

C. J. Anderson of Highlands has just returned from a two months' vacation in Florida. Mr. Anderson, incidentally, operates the highest drug store in North Carolina—in altitude; 4118 feet.

L. P. Booth has purchased the Hayesville Pharmacy from B. B. Cantrell and employed Pharmacist **James L. Hooper, Jr.** to operate the prescription department. Mr. Hooper, from Hiwassee, Georgia, recently received his license in this State by reciprocity. New fixtures and fluorescent lighting have been installed in the store.

George Shieder of the Carolina Pharmacy, Asheville, has just recovered from a two weeks' siege of bronchitis. **J. W. Harrison** of the same city has just returned to work from a six weeks' attack of migraine.

A new addition to the staff of Goode's Drug Store, Asheville, is **L. G. Crouch.**

J. S. Nance, member of the Charlotte City Council for the last six years, announced April 17 that he would not seek re-election. "I'd like to run again," said Mr. Nance. "This election contest is getting to be fine; it'll be a lot of fun. Yes, I'd like to get in it. But I have decided that I just can't spare the time from my business. I've got to make a living."

J. W. Sheppard, long identified with the drug business in Charlotte, is now connected with the Victory Drug Store of South Gastonia.

Two of our younger pharmacists have purchased drug stores in Gastonia during recent months. **Fred M. Moss** of Cramerton has purchased the Firestone Drug Store and **H. C. Bell,** formerly of Spindale, the Franklin Drug Store. In both instances the new owners have stocked the stores with merchandise, made improvements in the fixtures and displays, and report good business for the first three months of 1941.

The Durham Drug Company of Durham will soon have a new front—estimated to cost $1,500.

Mr. and Mrs. **W. Lee Moose** and **W. J. Smith** were luncheon guests of **I. T. Reamer,** Duke Hospital pharmacist, on April 15 following which Mr. Moose lectured to a class of third-year medical students of Duke University. Pharmacist Reamer, the regular lecturer, has been doing a splendid job of giving the medical students some of the basic principals of drug medication and prescription writing.

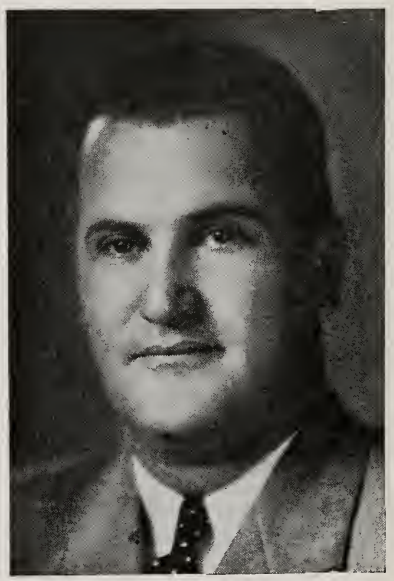
J. C. Williams, formerly connected with the Central Drug Store of Bessemer City, is now with the Kings Mountain Drug Co. Although working in Kings Mountain, Mr. Williams still retains his home in Bessemer City.

Anyone in the Shelby area can tell you what an energetic pharmacist **Paul Webb** is in and out of the store. No sooner had this reporter suggested to Mr. Webb that he would like to visit Grover—a town located about nine miles from Shelby—than we were on our way in what Mr. Webb termed his "delivery truck"—a Packard about nineteen feet long with enough chronium fittings to make Mr. Rockymorgan green with envy. Arriving in Grover we entered the drug store. We weren't in the store more than 30 seconds before Pharmacist Webb had approached a customer, sold her a jar of bleach cream and turned the money over to the astonished proprietor. If your spirits are beginning to sag and the world looks blue, visit this pharmacist who, by his enthusiasm and pep, enjoys living and who, incidentally, operates with his son a very successful independent drug store.

"Some Practical Drug Store Problems" was the subject of an address delivered by President **Joe Hollingsworth** of the Association before a meeting of the Student Branch of the N. C. P. A. in Chapel Hill recently. Mr. Hollingsworth told the students of some problems which he had encountered in the operation of drug stores and how they had been solved. After having delivered one of the most interesting lectures of the current school year, the speaker was held for an additional half-hour by the students who desired further information about jobs, prescription pricing, women in pharmacy, controlled lines, etc.

J. R. Brownie of the Doctor Miles Laboratories opened a hotel window in Charlotte and in flu enza. After a short illness—he said he had a bottle of Alka-Seltzer handy—he is calling on his drug friends once again.

W. B. Lennon, salesman for Robert R. Bellamy & Son, has recently moved to 1300 Evergreen Avenue, Goldsboro.



C. C. FORDHAM, JR., of Greensboro
Chairman Fair Trade Committee

The Annual Dance of the Greensboro Drug Club was held in the Ball Room of the O. Henry Hotel on the night of April 18. **Carolyn Cox** and **Steve Frontis** were in charge of arrangements for this annual event.

Rush Hambrick, whose father operates the Kendall Medicine Company in Shelby, is busy with plans to start a new weekly newspaper, the *Cleveland Times*, in Shelby May 29.

Charles D. Jordan, Georgia Agent for the American Druggists Fire Insurance Company and former Secretary of the Georgia Board of Pharmacy, died in Monticello, Georgia on April 8. P. J. Suttlemyre of Hickory attended the funeral held in Monticello on the following day.

W. B. Bruce brought his family to Hickory from another city after renting a house sight unseen. They found a vacant house and moved in. Comfortably settled, they learned the house they had rented was two doors up the street.

For Sale

Established drug store in Piedmont section of North Carolina. Excellent chance for a young pharmacist to go into business for himself. Low rent; splendid year-round payroll from near-by manufacturing plants. Fixtures and soda fountain in good condition; clean stock, no shelf-warmers. Inquiries from responsible parties are solicited. For further information address:

IXL

Carolina Journal of Pharmacy
Chapel Hill, N. C.
Drawer 151

DO YOU REMEMBER?

Do you remember when prices like those listed below were the rule in every metropolitan center—in those days before Fair Trade?

Glance over them now. No, these were not taken from old pre-Fair Trade newspaper advertisements. On the contrary they come from recent ads in the cities named. Missouri, Texas and the District of Columbia, as you should know, do not have Fair Trade laws. Here are the conditions facing retailers in the four cities named.

KANSAS CITY, MO.

50c	Anacin	29c
60c	Murine	39c
56c	Bisodol	39c
$1	Vitalis	66c
10c	Vaseline, 2	13c
35c	Vick's Salve	19c
50c	Ipana	28c
75c	Verazeptol	49c
25c	Mistol	15c
60c	Syrup Pepsin	39c

HOUSTON, TEX.

50c	Ipana Paste	27c
60c	Drene	34c
Gill.	B. Blades, 10s.	26c
50c	Chamberlains	39c
25c	Teel	14c
25c	Carter's Pills	11c
75c	Nujol	31c
25c	Djer Kiss Talc	8c
25c	Mistol	14c
50c	Wm. Shve. Cr.	28c

WASHINGTON, D. C.

$1	Creo-Terpin	79c
50c	Forhan's Paste	26c
65c	Mistol	45c
35c	Cutex Polish	12c
10c	Drene	7c
60c	Fasteeth	40c
60c	Penetro Drops	45c
$1	Zonite	67c
$1	Wamp. Prep.	75c
35c	L. B. Q. Tabs.	24c

FT. WORTH, TEX.

50c	Aqua Velva	26c
50c	Iodent Paste	25c
60c	Mum	32c
50c	Pablum	32c
$1	Vitalis	59c
10c	Tums	5c
50c	Fresh	29c
50c	Unguentine	31c
25c	Ex-Lax	14c
75c	Ovaltine	39c

Just ten items from each city, but containing at least 60 different products, most of which are Fair Traded in states having such laws.

Do you remember when you, too, had that competition to meet?

Pacific Drug Review

Our Modern Methods of Contraception

SAM W. MCFALLS, Greensboro

(Continued from February and March issues of the JOURNAL. Copies of the complete article may be obtained from the CAROLINA JOURNAL OF PHARMACY, Drawer 151, Chapel Hill.)

2. Vegetable Gums — Gum tragacanth, gum acacia, gum karaya, and Irish Moss are the gums most frequently used in contraceptive jellies. Differences in the grade of tragacanth as well as the method of manufacture may produce large variations in the physical properties of the mucilage formed.[12] Gum acacia forms a viscous colloidal aqueous solution which can create foam quite readily. Gum karaya forms a dispersion in water, with physical properties which have been likened to those of the white of an egg, with respect to motility. Karaya gum slowly breaks down forming acetic acid.[13] Irish Moss or Chondrus crispus, is derived from a variety of seaweed. When boiled with water and allowed to cool, it will produce a jelly which liquefies at a fairly low temperature, but the meeting point may be raised by the addition of gum acacia, sugar or various salts.

3. Invert Sugar—The fructose which is in the invert sugars has a particularly marked effect on increasing the strength of boric acid solution.

4. Soaps—Common soaps as sodium oleate and sodium palmitate are not ordinarily used in contraceptive jellies, but recently triethanolamine stearate soaps have been employed as vehicles in contraceptive "cremes." These soaps are excellent emulsifiers and tend to foam quite readily.

5. Acids—It has long been known that acidity plays a definite but limited role in determining the spermicidal effectiveness of contraceptive jellies. Consequently, a large number of commercial products are distinctly acidic and depend upon this property for much of their spermicidal effect. It should be emphasized, however, that the initial acidity of a jelly is not the determining factor. The spermicidal power depends on the final pH (symbol for acidity strength) attained after dilution by vaginal fluids (pH equals 4.0 to 4.7 normally). Acidic properties are also of importance with regard to immediate or potential irritation of mucous membrane. Clinics using acidic jellies are likely to receive complaints from certain number of patients.

a. Boric Acid—The value of boric acid in a contraceptive jelly is based largely on its mildly anticeptic and preservative properties. In the concentration used in jellies, from 2 to 5 per cent, it is considered harmless.

b. Lactic Acid—Lactic acid is considered a decidedly stronger acid than boric acid. It has been used with confidence in its harmlessness because it is usually present in the vagina at a concentration of about 0.5 per cent, and is generally used in jellies in a strength of 1 to 2 per cent.

c. Citric Acid—The pH solutions of citric acid and lactic acid are of the same concentration, on a percentage basis, is of the same order of magnitude. The two acids have about the same spermicidal killing properties. The use of citric acid in jellies is sometimes avoided because it permits mold growth.

6. Aluminum Salts—Salts of aluminum, especially alum (potassium aluminum sulfate) are commonly used as spermicides in contraceptive jellies. In solution alum gives an acidic reaction. A 3 per cent solution, for example, has a pH of 3.2.

7. Formaldehyde and Paraformaldehyde —Formaldehyde and its polymer, paraformaldehyde, are reported by Baker to be of equal spermicidal strength. Upon heating, or in the presence of water, paraformaldehyde changes to formaldehyde. The use of formaldehyde has been limited by its known harmful effect upon tissues.

8. Oxyquinoline Sulfate — "Chinosol," which is essentially oxyquinoline sulfate, is very commonly used in contraceptive jellies. It is weakly spermicidal. It is present in 0.10 to 0.05 per cent in many proprietary jelly products.

This list of ingredients just outlined show to be inadequate, which is due to the many products that are patented and the formulas are kept secret by the manufacturers.

References

8. The Practice of Contraception.—Sanger, Margaret, and Stone.
9. The Contraceptive Effectiveness of the Sponge Method.—DeVilbiss.
10. Animal Experiments with Foam Powder.—Journal of Contraception.
11. Clinical Experiences with the Foam Powder Method.—Hannah M. Stone.
12. Practice of Pharmacy.—Remington.
13. Colloidal Chemistry.—Thomas.

Stamp Sales Should Show a Profit

Absurd, you say.

Don't laugh; they really should.

(1) In ads, on menus, on wrapping tape, print the slogan, "Blank's Always Have Stamps."

(2) Never be out. Keep government postals, 1's, 2's, 3's, and a few airmail and special delivery stamps.

(3) Have a postal scale, and be able to read it accurately.

(4) Maintain a good-sized box of outgoing mail, well-marked with times of mailing.

(5) Offer late evening mailing, and during the day if possible.

(6) Keep fast-moving stationery close to stamps, or stamps in lockbox with stamp money, close to stationery.

(7) Ink, pens, mechanical pencils, are logical auxiliary sales.

(8) "And now what else?" After "Closing the stamp sale," this question of "what else" is 75% likely to lead to an impulse purchase.

If you and your clerks only think so, Stamp Sales *Can* Show a Profit!—*(Kansas Pharm. News).*

Retail Druggists Give Record Support to National First Aid Week Campaign

This year, National First Aid Week falls between the dates of May 18 and May 24, inclusive, and retail druggists from Maine to California are making preparations to cash in on the event. Even before the publicity kits prepared by The National Association of Retail Druggists were ready for distribution, orders began pouring into the Chicago headquarters; and Secretary John W. Dargavel confidently predicts that this year's participation will break all former records.

"For twenty years National First Aid Week, sponsored by this and cooperating associations of retail druggists, has been observed; and as a result of this activity the public has become aware of the importance of first aid," said Mr. Dargavel. "This year's slogan, 'Be prepared,' was a happy thought on the part of Dean E. Miller, Chairman of the National First Aid Week Committee. In the midst of a national preparedness effort of unprecedented magnitude, people are more aware than ever before, of the necessity of conserving human life by reducing the number of fatalities resulting from accidental injury. National First Aid Week is one of the important contributions the retail druggists of the country are making to the government's preparedness program."

The publicity kit, which is supplied without charge to any member of the National Association of Retail Druggists who applies therefor, contains radio spot announcements; three news articles to be released at one week intervals to the local newspapers; manuscripts for three speeches suitable for delivery by retail druggists or others, by radio or before local luncheon clubs, parent-teacher associations, school assemblies and other bodies, and requiring five, ten and fifteen minutes, respectively, for delivery; a "man-on-the-street" interview for radio or other delivery; a dramatic skit, suitable for similar treatment; a proposed Mayor's Proclamation; full explanation of the National First Aid Week Window Display Contest, instructions for retail druggists who wish to compete for the prizes offered, and photographic reproductions of prize-winning windows in former similar contests.

As in previous years, contesting druggists in each state will be required to submit photographs of their window displays to their state pharmaceutical association, whose officers will pick the two best and send them to the National First Aid Week Committee, who will cause them to be judged by competent judges. The grand prize is a trophy, which will be given this year for the third time by the Federal Wholesale Druggists Association; and in addition ten certificates of honorable mention will be awarded.

Retail druggists are urged to get in touch with manufacturers as soon as possible, to obtain free store and window display materials; to take steps to interest school authorities, boy and girl scout troops, fire departments, civic organizations, and the public generally; and to acquaint their own salespeople with the plan.

It Pays You in Dollars

MR. DRUGGIST, it will pay you in dollars to keep adequate stock of Capudine. Our intensive newspaper advertising in North Carolina, with regular insertions every week, reaches over one million people. THAT'S BOUND TO BRING CUSTOMERS TO YOUR STORE.

So stock up now . . . buy the $8.00 deal and get the extra 5% bonus. With this DEAL every sale means EXTRA PROFIT, both by the package and at the fountain.

Give Capudine a prominent display on your counter. It's a sure repeater and a generous profit maker.

Write for dose measure glass, counter cards and dummy cartons.

CAPUDINE CHEMICAL COMPANY
RALEIGH, N. C.

Fire Strikes Without Regard for Place or Time

If your turn comes be sure that your policies evidence **Strong Capital Stock Protection.**

Only the A. D. F. I. Co. writes Strong Capital Stock Fire Insurance for Retail Druggists only.

Substantial premium savings—Ask us for our rate on **your** store.

THE AMERICAN DRUGGISTS' FIRE INSURANCE CO.
American Building Cincinnati, Ohio

SOME OF OUR STATE AGENTS

E. F. RIMMER
P. O. Box 377
Sanford, N. C.

A. A. COLEMAN
Greenwood, S. C.



Write or Call

C. H. SMITH

Phone 3-5208 Charlotte, N. C. Box 1001

Prescription Balances Repaired

Accurately

Speedily Economically

Our convenient Southern location and competent shop technicians eliminate useless waiting and decrease repair costs.

PHIPPS & BIRD, Inc.

915C E. Cary Street Richmond, Va.

A. Coke Cecil, Ph. C., Rg. Ph.

CECIL'S DRUG STORE

High Point, N. C.

Druggist - Traveler - Ventriloquist

Magician - Hypnotist - Prestidigitator

Entertainer De Luxe

Entertainment for: Schools, Churches, Clubs, Banquets and Lodges

Write, Wire or Phone for Open Date

LIVITAMIN

A Leading Prescription Tonic

Each fluidounce represents:

Fresh Liver (as liver concentrate)	3 ozs.
Thiamine hydrochloride (B_1)	300 U.S.P. Units
Riboflavin (B_2, G)	1000 gamma
Nicotinic acid (PP Factor)	25 mg.
Pyridoxine hydrochloride (B_6)	187 gamma
Pantothenic acid	2315 gamma
Filtrate factor	20 J. L. Units
Iron and Manganese peptonized	30 grs.

Livitamin enables the physician to prescribe adequate doses of iron in a readily assimilated and well tolerated form, supplemented with all the recognized factors of the vitamin B complex and the antianemia liver principles. The iron and manganese peptonized in Livitamin cause no gastric disturbance. It is a palatable tonic that children will take readily.

Supplied in

8-OZ. BOTTLES

THE S. E. MASSENGILL COMPANY

Pharmaceutical Manufacturers

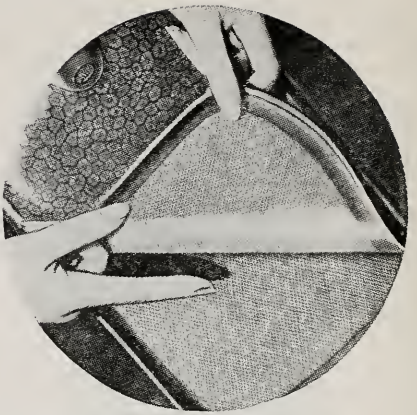
Bristol, Tenn.-Va.

Branches

New York, N. Y. San Francisco, Calif. Kansas City, Mo.

This one feature alone makes

Davol Flat Goods your logical line!



The inner surfaces of all Davol molded flat goods are slightly roughened to prevent the sides from sticking together. This exclusive Davol feature combines with sturdy construction to insure long life and customer satisfaction. Stock the complete Davol line!

DAVOL

OWENS & MINOR DRUG CO.
1000-1002 EAST CARY ST., RICHMOND, VIRGINIA

2 Repeaters that Pay You
100% PROFIT!



O-N PRODUCTS

Sold on Money-back Guarantee

ADVERTISING
NEWSPAPER, MAGAZINE
RADIO, BASEBALL AND
FOOTBALL SCHEDULES



Order from Your Jobber

Owen Drug Company, Salisbury, North Carolina

The Carolina Journal of Pharmacy

PUBLISHED MONTHLY BY THE
NORTH CAROLINA PHARMACEUTICAL ASSOCIATION
AT CHAPEL HILL, N. C.
W. J. SMITH, MANAGING EDITOR
Entered as second-class matter July 5, 1922, at the post office at Chapel Hill, North Carolina under the Act of March 3, 1879

Annual Subscription, $1.00 — Single Numbers, 15 Cents

Vol. XXII — JUNE, 1941 — No. 6

THE SIXTY-SECOND ANNUAL CONVENTION

Association Goes on Record as Favoring Convoying Aid to Britain; Ralph Rogers of Durham Installed as President; Doctor Zoeller Re-elected to Board of Pharmacy

Immediately following adjournment of the joint session of the N. C. P. A. and its Auxiliary bodies, the T. M. A. and the Women's Auxiliary, President Joe Hollingsworth gave a comprehensive report of the activities of the Association during the past year. He declared, in the course of his address delivered before one of the largest initial delegations in the history of the organization that "the country needs our help as never before. It is no time for us to dwell upon theory but we must face the facts as they are."

Rease Inge, Southern Sales Manager of E. R. Squibb and Sons, and Congressman Carl T. Durham, also appeared on the program during the opening session.

In his talk on "Customer Relations as Applied to the Retail Drug Store," Mr. Inge told the delegates that "with Fair Trade in effect, business in the future will not be done on a price basis but on a *favorable customer relations basis.*" Congressman Durham, a member of the Military Affairs Committee, discussed the National Defense Program and assured his audienee that he was supporting the defense program in detail for the safety of his constituency.

A number of pharmacy books were awarded at the elose of the first session, the major prize going to H. C. MeAllister of Chapel Hill. The books, valued at $100, were donated through the courtesy of Peabody Drug Company.

A special thirty-minute program of songs and skits arranged by Chairman E. G. Green of the Entertainment Committee, was attended by a large, appreciative audience just prior to the President's Reception and Dance, which completed the activities for the first day.

Reports by F. W. Hancock, Secretary-Treasurer of the North Carolina Board of Pharmacy, and E. V. Stephenson of the Membership Committee together with addresses by J. F. Goodrich, Secretary-Treasurer of the T. M. A., Aksel Knudstrup, District Engineer of Hygrade Sylvania Corporation, and W. Lee Moose, Itinerant Instructor in Pharmacy, featured the second session of the Convention.

Mr. Hancock reported that Jesse M. Pike of Concord won the Beal prize for 1940. The address on "Fluorescent Lighting" by Mr. Knudstrup brought forth a large number of inquiries from his audience, showing the interest pharmacists are now taking in this subject. The speaker cautioned his hearers to investigate carefully the reliability of firms before purchasing fluoreseent equipment since much substandard merchandise was now being sold. Mr. Moose explained certain provisions of the Food, Drug and Cosmetic Act as

it relates to the labeling and sale of certain drugs and stated that the Department of Agriculture expects to promulgate new regulations after conference with the Board of Health and the Board of Pharmacy. Floyd Goodrich very capably presented his subject of "How to Do a Better Selling Job in the Drug Store." Floyd has been visiting drug stores in this state for the past twenty years and knows our problems as few others do. We hope to carry his complete address in a future issue of the CAROLINA JOURNAL OF PHARMACY.

The program presented by W. Lee Moose, Chairman of the Practical Pharmacy and Dispensing Committee, on Wednesday afternoon, was well attended. A dramatization of some practical problems encountered in the average prescription department was presented under the title "Dr. X Calling." Also appearing on this program were Prof. Henry M. Burlage of the State University School of Pharmacy who discussed "Elixir of Thiamine Hydrochloride"; J. W. Snowden of Pictorial Paper Package Corporation who spoke on "Interprofessional Relations"; and W. Lee Moose who discussed the Retail Drug Institute. At the conclusion of the program, C. H. Smith, President of the T. M. A., delivered a brief address.

After adjournment of the afternoon session the delegates were invited to Chapel Hill where they were served an old-fashioned barbecue with all the trimmings. Dr. M. L. Jacobs of Chapel Hill was in charge of the arrangements for this event, which was given through the courtesy of B. C. Remedy Co. Then back to Durham where the delegates danced to the music of Dean Hudson and his orchestra at the Durham Armory.

Just prior to the opening of the fourth session on Thursday morning Professor I. Q., assisted by D. L. Boone, Jr., of the Prize Committee, distributed awards to a number of individuals who successfully answered a series of questions dealing with pharmacy in North Carolina. Taking part in this event were: J. T. Vinson of Goldsboro, Joe G. King of Chattanooga, O. S. Matthews of Roseboro, S. M. Edwards of Ayden, Charles James of Hillsboro, J. S. Rudisill of Forest City, W. C. Simmons of Winston-Salem, Paul Webb of Shelby, C. C. Fordham, Jr., of Greensboro and A. B. Kunkle of Conover. The jackpot question, "Who was the first president of the North Carolina Pharmaceutical Association?, was incorrectly answered by all ten contestants.

Due to an unusually crowded program on the previous afternoon, Attorney F. O. Bowman presented his Annual Report immediately following the Professor I.Q. Program. The Report, listing in detail all the legislative activities of the Association during the 1941 General Assembly, will be published in the Proceedings Issue of the JOURNAL at a later date. C. C. Fordham, Jr., Chairman, and F. O. Bowman, Executive Secretary of the Fair Trade Committee, discussed their work in connection with Fair Trade during the past year. E. W. O'Hanlon of Winston-Salem and John Goode of Asheville both strongly urged the delegates not to become self-complacent about Fair Trade lest they lose it.

In addition to several other reports by committee chairmen during the morning, Edward Spease of the N. A. R. D. addressed the Convention on methods for promoting the prescription department, listing in detail several plans which he had worked out for this particular purpose.

The last speaker on the fourth session was A. G. McPherson of Bauer and Black who discussed "How to Merchandise Surgical Dressings." Mr. McPherson and the three speakers who followed him on the program were secured through arrangement with the T. M. A.

A stag luncheon at Convention Headquarters immediately following adjournment of the Fourth Session was attended by 480 delegates. Durham Dairies, Durham Ice Cream Company, Long Meadow Dairies and the Durham Druggists Association provided this delightful event of the day.

The T. M. A., continuing their program from the morning session, presented the following three speakers during the fifth and final session of the Convention: Howard Trumbull, General Merchandising Manager of Owens-Illinois Glass Company who spoke on "Who Dictates the Size of Your Profits"; Thomas Edward Hicks, President of Personal Products Company, whose subject was "Merchandising: The Retailer and the Manufacturer" and W. J. Quinlan of the Prophylactic Brush Company who discussed "Streamlined Merchandising by Manufacturer, Wholesaler and Retailer." J. W. Bennick of Charlotte was enthusiastically applauded at the conclusion of the program for having arranged the appearance of the four merchandising experts.

The Convention, unable to decide on a place for the next meeting, delegated the task to the Executive Committee. At this point Assistant Secretary-Treasurer C. M. Andrews announced that 1036 persons had registered for the Convention and that eleven applications for membership in the N. C. P. A. had been received during the past two days.

The Convention acted favorably on the following resolutions: (1) To charge visitors a registration fee of $2.50; (2) To oppose repeal of the Tydings-Miller Act; (3) To favor convoying war materials to England; (4) To urge Congress to pass the Kefauver bill which provides a tax differential between pure ethyl alcohol for non-beverage purposes and distilled spirits for beverage use; (5) To urge Governor J. Melville Broughton to allocate funds for the enforcement of the Food, Drug and Cosmetic Act; (6) To thank the Lance Company for providing a nationally known orchestra for the Convention without cost; and (7) To express appreciation to Convention hosts.

Doctor E. V. Zoeller was re-elected a member of the North Carolina Board of Pharmacy for a five-year term.

The following are the nominees for offices during 1942-43: For President, Paul Bissette of Wilson and John C. Brantley, Jr., of Raleigh; for First Vice-President, R. P. Lyon of Charlotte and W. M. Salley of Asheville; for Second Vice-President, T. G. Crutchfield of Greensboro and Paul Thompson of Fairmont; for Third Vice-President, N. O. McDowell of Scotland Neck and E. C. Daniel of Zebulon; for Member of the Executive Committee for a three-year term, Ralph Rogers of Durham and J. V. Farrington of Hickory.

Officers of the Association inducted into office during the final session included Ralph P. Rogers of Durham, President; John C. Brantley, Jr., of Raleigh, First Vice-President; W. M. Salley of Asheville, Second Vice-President; T. G. Crutchfield of Greensboro, Third Vice-President and Joe Hollingsworth of Mount Airy, Member of the Executive Committee for a three-year term.

Topping off two days and nights of activity the T. M. A. staged a huge "Jamboree" in the Durham Armory attended by over 1000 guests. A first-class floor show from New York and Dean Hudson's "Morning ToasTchee Time" orchestra were on hand to make this an enjoyable occasion. During the course of the dinner, which immediately preceded the floor show, J. Floyd Goodrich introduced many officials of the participating organizations who were present for the festivities.

The Durham drug trade was 100% represented on the final night of the Convention due to the fact that all the drug stores in the city closed at 6:30 P.M. to allow their employees to attend. This is believed to be a "first" in the history of the Association.

Before returning to Mount Airy, former President Joe Hollingsworth received many well-deserved comments on his work for the Association during the past year, for his lengthy report covering the activities of the Association during 1940-41 and for the efficient manner in which he conducted the Convention sessions this year. After having been closely associated with Mr. Hollingsworth for the past year in visiting druggists from Murphy to Manteo, this officer fully subscribes to the above and believes there are few men in pharmacy who have a more earnest desire to further their profession than does Joe Hollingsworth of Mount Airy.

Lee Moose Addresses Medical Society

W. Lee Moose, Itinerant Instructor in Pharmacy, spoke to the members of the Medical Society of North Carolina during the Eighty-eighth Annual Session of this organization in Pinehurst, May 19, 20 and 21. Mr. Moose's address, "An Explanation of the State and Federal Food, Drug and Cosmetic Act," was favorably received by the physicians in attendance. The speaker gave particular attention to the requirements surrounding the sale of dangerous drugs and cautioned his hearers not to send patients to drug stores without first providing them with a prescription.

For the first time in several years the Association installed a scientific exhibit in the Convention Hotel. Material for the exhibit, which had as its central theme "Gastric Antacids," was supplied to the Association through the courtesy of the Committee of Revision of The Pharmacopoeia of the United States and the Journal of The American Medical Association. Many physicians visited the exhibit during the three-day meeting and requested further information concerning the use of official medicines.

The last session of the meeting was attended by the following North Carolina pharmacists: C. C. Fordham, Jr., member of the North Carolina Board of Health, Ralph Rogers, President of the N. C. P. A., I. T. Reamer of Duke Hospital and H. C. McAllister of the Board of Pharmacy.

The Secretary-Treasurer of the Association, in addition to installing and supervising the exhibit, spoke to the House of Delegates of the Medical Society on May 19.

Resolutions

For several years Roger McDuffie of Greensboro has been Chairman of the Resolutions Committee, a position which he has most efficiently and creditably filled. Not being content with his labors this year, he offered two memberships in the Association to the members of the graduating class at the State University School of Pharmacy who submitted the best resolutions on (1) Convoying of United States Aid to Britain and (2) Appreciation to Durham Hosts.

From the resolutions submitted to the Committee by the students, those by Bryan H. Whitford of Washington and Josephine Eldridge of Carrboro were adjudged the best.

For stimulating interest in the proper method for preparing a resolution, we extend to Mr. McDuffie a sincere "Thank you."

Cecil Donates Display Case to School of Pharmacy

A. C. Cecil of High Point recently presented the School of Pharmacy, Chapel Hill, with a six foot glass-paneled case for displaying drug sundries. Mr. Cecil, who recently visited the School in the capacity as Chairman of the N. C. P. A. Visitation Committee, recognized the need for such a display case and generously donated it himself.

By means of this gift the school authorities will be able to display and familiarize the students with many drug sundries which they will be expected to sell later on. The donation is a most worthy one which the faculty of the School deeply appreciates.

Pharmacy: Today and Tomorrow

By PAUL BISSETTE, of Wilson

(Address delivered to the Student Branch of the N. C. P. A.)

While I am fully conscious of the honor that has been bestowed upon me by being invited to address the Pharmacy School of this great University, I would like to say to you in the very beginning that if you expect a glowing picture of your opportunities and possibilities you may be a bit disappointed. There are opportunities, yes, and possibilities galore but please accept my word when I say, "The lights are not all green on this highway."

Somehow, I'm afraid that the average pharmacy student has conjured up a picture of his professional future that is somewhat more glamorous than the one I feel it my duty to paint here tonight.



PAUL BISSETTE of Wilson

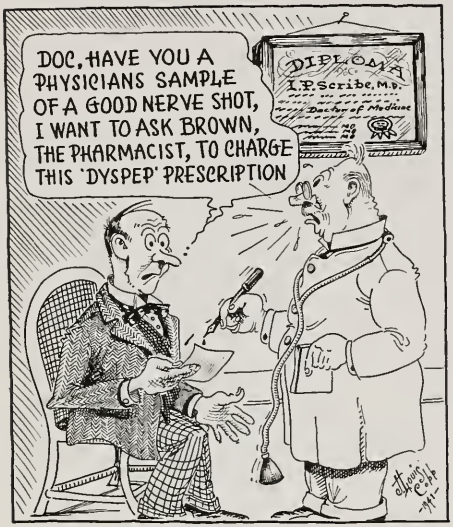
All of you are students of and some of you will soon graduate from one of the best pharmacy schools in America. You have, I am sure, spent a year in intensive study. You, no doubt, visualize some sort of a pharmaceutical Utopia in which most of your time will be spent filling prescriptions, talking to doctors and talking to customers about prescriptions. If the soda man should yell at you, "Hey, Bill, how's about making this fellow a ham sandwich?" you will probably become indignant. I know, too, of your resentment of the moss-covered story about the pharmacy student who flunked on sandwiches and salads.

Now, let's understand each other. . . . I believe that most of you expect some day to have a store of your own or certainly to become manager of a drug store of some kind. But please remember this: until you can make better ice cream sodas and sandwiches than your soda man, until you know more about cigars than your cigar man, more about cosmetics than the cosmetic girl and more about photography than the camera man, you will not be qualified to be either a store manager or a store owner. Your future in pharmacy will depend entirely upon how well you take advantage of your first five years in a retail drug store. When you pass your state board examination, you will be given a position as a registered pharmacist. You need have no fear about that. There happens to be a demand for pharmacists that is greater than the supply . . . but more about that later.

What is the average salary of the average pharmacist serving as a prescription clerk today? You know the answer to that question just as well as I do. You people are too ambitious to be satisfied with just being a prescription clerk the rest of your life, so let's see what your possibilities are for advancing from that point. My mother (God bless her) came very near ruining whatever possibilities I may have had. When I'd come home from a hard day at the store, she would put her arm around me and say, "Paul, you're working yourself

(Continued on Page 116)

I. P. SCRIBE, M.D.—J. L. Cobb, Ph.G.



A Note of Thanks

The Sixty-Second Annual Convention of the N. C. P. A. has come and gone but the memory of the unselfish sacrifice which many of the druggists and their wives made to make this meeting a most successful one will linger in the mind of the writer for years to come.

To Mr. Reamer, the efficient Local Secretary who gave nearly a month of his time in organization work, to the membership of the Local Committees who capably did the work assigned them, to the T. M. A. and the Women's Auxiliary for their valuable assistance in creating interest in the meeting and to the manufacturers and local concerns who, in any measure, helped to make this meeting a most instructive and entertaining one, I offer my most sincere thanks.

The writer doubly appreciates the manner in which the Durham Convention was handled this year by Mr. Reamer and his assistants after having visited another convention where the speakers could not be seen nor heard due to faulty lighting and no amplifying system.

The Durham drug trade deserves the praise of the entire Association membership for having staged a grand convention; one that will require a lot of hard work to equal or surpass in the future.—W. J. Smith.

Mrs. C. C. Fordham, Jr., Elected President Women's Auxiliary

Mrs. C. C. Fordham, Jr., of Greensboro was elected President of the Women's Auxiliary for the ensuing year at a meeting of the organization in Durham on Wednesday, May 14.

Officers elected to serve with Mrs. Fordham during the year are: First Vice-President, Mrs. Philip Van Every, Charlotte; Second Vice-President, Mrs. Philip Gattis, Raleigh; Secretary-Treasurer, Mrs. Thomas G. Crutchfield of Greensboro; Parliamentarian, Mrs. D. D. Hocutt of Henderson and Historian, Mrs. M. L. Jacobs of Chapel Hill.

As a token of appreciation for her leadership of the Auxiliary during the past year, Mrs. John K. Civil of Charlotte was presented a gift at the close of the session.

The auxiliary session was featured by reports from various committees and an address on the "Pharmacy Student Loan Fund" by Professor Ira W. Rose of the State University School of Pharmacy.

Association Adopts Nine Recommendations of President Hollingsworth

Recommendations adopted by the delegates attending the Sixty-second Annual Convention of the North Carolina Pharmaceutical Association as outlined by President Hollingsworth:

(1) Continuation of Sectional Meetings.

(2) Formation of County and Multi-County Drug Clubs.

(3) Observance of a Clean-Up, Paint-Up and Brighten-Up Week for drug stores.

(4) Continuation of Retail Drug Institutes.

(5) More co-operation be given Fair Trade Manufacturers.

(6) Inauguration of a program to interest high-school seniors in pharmacy.

(7) Continuation of affiliation in the N. A. R. D.

(8) More duties be assigned the First and Second Vice-Presidents.

(9) Election of members of the Board of Pharmacy, by mail ballot, just as officers of the Association are elected. (Effective 1942).

The University Pharmacy Senate

Fred Dees, Jr.

With the end of the current school year just two weeks away, we would like to pause a moment and look back on the activities and accomplishments of the Senate at the end of its first full year of existence. Early in the year, the constitution was completed and adopted and each member was given a copy. An official key was adopted and is now available to all members and alumni members. During the Winter Quarter the Senate was given official recognition by the University. At the recent N. C. P. A. Convention in Durham the Senate presented a display on "The Right and Wrong Way to Compound Prescriptions." The many compliments on the display by visiting pharmacists were greatly appreciated by the members of the Senate. In addition to these activities, at every meeting of the Senate short talks and discussions were given on many scientific and practical phases of pharmacy. We feel that these discussions have been extremely beneficial to us as students and have given us a clearer insight on the intricate practice of Pharmacy.

Possibly some of the readers of the Journal are not quite clear as to what the Pharmacy Senate is and what its purposes are. To help clarify this we quote from the Constitution of the Senate: "It shall be the purpose of the Pharmacy Senate: to stimulate and foster an increased knowledge and appreciation of Pharmacy by the free discussion of its various phases; to develop the responsibility and self-confidence of leadership, not only in respect to Pharmacy but also in respect to the community, by affording the opportunity to learn the art of prepared and impromptu speech; and to promote inter-class friendship and cooperation within the School of Pharmacy."

And so with the closing of the school year, the Senate suspends its activities until school opens again in September. Unless we are drafted we will again greet you from these pages. In the meantime, however, we wish the Pharmacists of North Carolina a happy and prosperous Summer.

Student Branch Elects Officers for 1941-'42

Albert Mattocks of Greensboro was elected President of the Student Branch of the N. C. P. A. for the school year 1941-'42 during a recent election held at the State University School of Pharmacy. Elected to serve with Mr. Mattocks during the coming year were: Margaret Lloyd of Chapel Hill, Vice-President; Marsha Hood of Kinston, Secretary; Mack Herrin of Clinton, Treasurer and Fred Dees of Burgaw, Executive Council Member.

Secretary David McGowan of the Branch reports seven meetings during the past year with addresses by the following speakers: Dr. Ralph W. Clark of Merck & Company, E. P. Coffey of the Federal Bureau of Investigation, E. P. Snowden of Pictorial Paper Package Corporation, and Joe Hollingsworth, Paul Bissette and W. J. Smith of the N. C. P. A.

The Branch has a total enrollment of 62 dues-paid members at the present time.

BB Shot

Within the next month the Secretary-Treasurer of the Association expects to pepper the members of the organization with BB missiles—not the type you used one time in your air rifle—but BALLOTS and BILLS.

The 1941 Convention nominated an outstanding number of pharmacists for office which you will find listed on page 102 of the Journal. Since the By-Laws of the Association provide that the Secretary-Treasurer shall submit the names of the nominees to every member of the Association within one month after he receives them, you will shortly receive a ballot so that you may indicate your preference.

Only ballots received from members whose dues have been paid for the current year will be counted. *Pay your dues, vote for the best man* and work with your officers to make the Association a more progressive organization.



Front row, left to right: Fred Dees, Jr., of Burgaw, K. L. Dingler of Mooresville, Josephine Eldridge of Carrboro, Margaret Lloyd of Chapel Hill, Alfred King of Durham, Raymond Pethel of China Grove and J. D. Smith of Durham, Lilly Representative. Second row: J. E. Davis, Jr., of Greensboro, C. S. Oakley of Mebane, G. E. Clark of Pittsboro, B. C. Sheffield, Jr., of Warsaw, Frank Greene of Suffern, N. Y., Thomas M. Holland of Mount Holly. Third row: M. S. Edwards of Ayden, John Biggs of Washington, Doctor Henry M. Burlage of Chapel Hill, J. C. Fox of Randleman, E. R. Anderson of High Point and Bryan H. Whitford of Washington.

The Visit to the Lilly Laboratories

By H. M. Burlage, *Profesor of Pharmacy,* Chapel Hill

During the spring vacation, a small but enthusiastic group of students from the School of Pharmacy left Durham by special coach and was accompanied by Mr. J. D. Smith, the Lilly representative in this region, Mr. S. E. Fort, the district passenger agent for the Norfolk and Western Railroad, and Henry M. Burlage of the School of Pharmacy. The students went prepared for cold weather as the region to which they were journeying had had a severe blizzard a short time before. They were, however, enjoyably surprised to find upon their arrival in Indianapolis on Wednesday morning that the temperature was as moderate as in Chapel Hill.

Activities began immediately upon arrival and the group was greeted by Mr. T. A. Bunch of the Lilly Laboratories. At noon transportation by special bus took us along the Old National Road to Cifaldi's Villa Nova where a fried chicken dinner as delectable as that of the South was served. From here the students were taken to the Biological Laboratories where lecturers and demonstrations were given illustrating the production of smallpox vaccine, diphtheria antitoxin and other biologicals, their filtration and preservation preliminary to packaging. While here the greenhouses were visited where seedlings of belladonna, henbane and digitalis were seen to grow in quantities for a large scale production of the drugs that are rapidly growing scarce.

The remainder of the afternoon was spent in sightseeing, which included Butler University with one of the nation's largest field houses, the Speedway and the beautiful and impressive Indiana World War Memorial. After an enjoyable dinner in the evening an appropriate lecture on vitamins and vitamin deficiencies was delivered by Mr. A. J. E. LeBien of the Sales Department.

On Thursday, the delegation was welcomed at the Lilly plant by Mr. J. K. Lilly, Jr., Vice-President of the organization, and was then divided into small groups of four or five persons conducted by competent guides through the plant.

Space will not permit a description of the many interesting procedures and processes, machines and apparatus that were in the extensive research laboratories, the various manufacturing, packaging and labelling departments. Of special interest were the insulin and the liver extract plants, the replica of the original laboratories, the galenical departments with its huge percolators.

The day ended all too quickly although it was a tired group that embarked for home on the 5:45 P.M. train, where dinner was served. An hour's wait both going and coming gave opportunity to see the sights of Cincinnati. On our arrival in Durham on Friday, it was agreed that the trip was well worth the time, money and energies that were expended.

Eli Lilly and Company is to be congratulated for offering to more than 5,000 pharmacists and pharmaceutical students and physicians annually the opportunity to observe the progress that has and is being made in the manufacture of pharmaceuticals on a commercial scale. The Justice Drug Company is to be thanked for its interest in contributing funds to help make this trip possible.

Copies of Convention Program Available

Delegates attending the Sixty-second Annual Meeting of the N. C. P. A. in Durham this year highly complimented the Local Secretary, I. T. Reamer, who designed a unique program for distribution to the registrants. The program has deckle edges of different colors with a front cover containing an etching of Howell Hall of Pharmacy, Chapel Hill.

The B. C. Remedy Company very generously allowed one of their staff artists, Mr. Watts Fowler, to prepare the etching without cost to the Association.

Copies of the program may be obtained from the Secretary of the Association as long as the supply lasts.

LEGAL SECTION

FREDERICK O. BOWMAN, LL.B., *Editor*, Chapel Hill, N. C.

Proposed Excise Taxes

The following excerpt is taken from a statement of John L. Sullivan, Secretary of the Treasury, before the Ways and Means Committee of the National House of Representatives, proposing many new excise taxes and increases in some existing ones. Should this program of taxation be incorporated in the present tax laws, it is doubted if any group would be so hard hit as will be retail druggists.

Study this proposal of the Treasury Department carefully and then communicate with your Representatives in Washington. Obviously, the Government must have billions more to carry on the Great National Defense Program. At the same time, however, we feel that a more equitable tax program to produce this revenue should be found. If there must be a tax of this nature, then why should the Government not adopt a general sales tax levy, applicable to all classes? Such a program would certainly be more equitable and would produce much more revenue.

"In the field of excise taxation, it is proposed that a number of new taxes be imposed and the rates of some existing taxes be increased. We have endeavored to avoid excises which would fall on the basic necessities of life and excises which, while productive, would constitute an increase in the cost of doing business and thus would be passed on to the Government and to the public in general price increases. We have, however, selected certain luxury articles which, though widely used, are not necessities. It is suggested that in the light of our over-all revenue requirements the users of these articles may now be asked to pay additional taxes. The list of these excises is limited by the difficulty of finding commodities consumed in sufficient quantities to bring in revenue commensurate with the expense of administration. Undoubtedly, the Committee will want to consider the possibility of adding other commodities to the list.

"It is suggested that an additional 1½ cents a package be added to the tax on cigarettes and that the rates on cigars, tobacco and snuff, not increased since 1918, be doubled. These increases will yield approximately $200 million.

"In the category of liquor taxation, it is proposed to impose an additional tax of $1 per gallon on distilled spirits, $1 per barrel on fermented malt liquors, and a 16 2/3 percent increase on wines, cordials and liqueurs, these three classes to yield collectively $178 million.

"Other increases in existing excises and new excises to yield $867 million are proposed in accordance with the following schedule."

Source — Excise Taxes	Estimated increase (In millions)
Gasoline, 1 cent per gallon additional	$255.0
Soft drinks, 1 cent a bottle and equivalents	132.5
Passenger automobiles, parts and accessories, double rates	79.9
Check tax, 2 cents per check	57.0
Admissions, reduce exemptions from 20 cents to 9 cents	55.0
Tires and tubes, increase rates from 2½ and 4½ cents to 5 and 9 cents	52.5
Telephone, telegraph, cable, etc., lower exemptions and increase rates	40.4
Passenger transportation, 5 percent of amount paid (35 cents exemption)	37.6
Telephone bill, 5 percent	28.6
Furs, 10 percent of retail sale price	20.7
Jewelry, 10 percent of retail sale price (1932 Act exemption)	19.6

Photographic apparatus, etc., 10 percent	15.0
Clocks, watches, etc., 10 percent	10.0
Mechanical refrigerators, increase rate from 5½ to 10 percent	9.8
Sporting goods, 10 percent	8.5
Matches, 2 cents per 1,000	7.1
Radio sets and parts, increase rate from 5½ to 10 percent	6.3
Toilet preparations, revise basis	5.0
Trunks, suitcases and other luggage, 10 percent	4.5
Phonographs and phonograph records, 10 percent	4.5
Candy, chewing gum, 5 percent	3.6
Musical instruments, 10 percent	3.6
Bowling alleys, $15 per alley, billiard or pool table	3.4
Club dues, initiation fees, lower exemptions and redefine base	2.8
Playing cards, increase rate from 11 to 15 cents	1.7
Safe deposit boxes, increase from 11 to 20 percent	1.7
Cabarets, 4 percent of total charge	1.0
Total	$867.3

Termination of Employers Coverage Under Unemployment Compensation Law

Employers under the Unemployment Compensation Law continue liable under the Act until written application for termination of liability has been filed with the Commission. Section 8, sub-section (a) and (b) provide as follows:

"Any employing unit which is or becomes an employer subject to this act within any calendar year shall be subject to this act during the whole of such calendar year.

"....an employing unit shall cease to be an employer subject to this act only as of the 1st day of January of any calendar year, if it files with the commission prior to the 5th day of January of such year, a written application for termination of coverage, and the commission finds that there were no twenty different days, each day being in a different week within the preceding calendar year, within which such employing unit employed eight or more individuals in employment subject to this act...."

Fair Trade Manufacturers

Pharmaco, Inc.
Man-O-Ree Products
The Barbasol Company
Emergency Laboratories

Fair Trade Revisions

The Borden Company—Effective May 1, 1941, the suggested retail price of Borden's Biolac is being increased to 21 cents per tin and $2.52 per case of twelve tins. Minimum resale price will be 21 cents per tin, $2.40 per case.

Also the suggested retail price of Borden's Beta Lactose 5-lb. tin is being increased to $2.85, minimum resale price $2.65. No change is being made in the price of Beta Lactose 1-lb. tins.

Chamberlain Sales Corporation—Advises that on and after June 15, 1941, the Fair Trade retail price of Chamberlain's Lotion 25c size will be 23c. This means 2 cents per bottle more profit for *you*.

Colgate-Palmolive-Peet Company—Effective May 1, 1941, the Fair Trade Minimum on White Vaseline Petroleum Jelly, 5c size. Price sheets have been distributed direct by the Company.

Houbigant Sales Corporation—Effective at once and until July 31, 1941, serial no. 703S Houbigant Talcum, in Glass Jar, 75 cent Size, will retail at the special price of 59 cents.

On August 1, 1941, the Fair Trade price goes back to 75c retail.

Lehn & Fink Products Corporation—*Please Take Notice* that the following item is about to be distributed for retail sale during the temporary period and at the minimum resale price specified below:

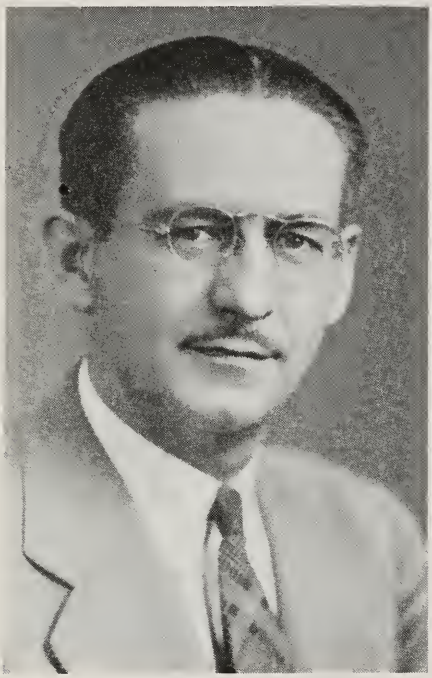
Hinds Honey & Almond Cream—
11 ounces$1.00 size
Special Package
To be sold at not less than.... 49 cents

During this temporary period: April 17 to July 12, 1941, inclusive.

T. M. A. PAGE

Reporters

J. E. Treadwell, Raleigh
N. B. Moury, Greensboro
C. H. Smith, Charlotte



N. B. MOURY of Greensboro

Moury Elected President T.M.A.

N. B. Moury of Greensboro was elected president of the Traveling Men's Auxiliary at the annual meeting of the organization, Thursday, May 15, in the Washington Duke Hotel. L. J. Loveland, of Durham, was elected vice-president of the Auxiliary, succeeding Moury.

Re-elected to the office of secretary-treasurer and assistant secretary-treasurer respectively were J. Floyd Goodrich and Mrs. Louise Jones of Durham.

C. H. Smith, of Charlotte, the retiring president, was placed on the executive committee. He will serve with the following members: J. W. Bennick of Charlotte, J. F. Neely of Raleigh, D. L. Shreve of Greensboro and H. L. Hitchcock of Winston-Salem.

J. C. Powell (Van Pelt and Brown) of Winston-Salem recently gave a dinner party for the pharmacists of that city at the Cavalier Cafe. Mr. Powell stated that it was his hope that the dinner would inaugurate similar gatherings of drug salesmen and pharmacists in the future so that they might mutually discuss problems affecting the group as a whole.

In addition to the usual exhibits of surgical appliances, X-ray equipment, etc., the following drug manufacturers were in attendance at the recent meeting of the Medical Society of North Carolina in Pinehurst: The Borden Company, Ciba Pharmaceutical Products, Inc., C. B. Fleet Company, Lederle Laboratories, Inc., Harrower Laboratory, Inc., Holland-Rantos Company, Inc., Eli Lilly and Co., M. & R. Dietetic Laboratories, Inc., Mead Johnson and Company, Schering Corporation, Smith, Kline and French Laboratories, E. R. Squibb & Sons, Tablerock Laboratories, Valentine Company, Inc., Van Pelt & Brown, Inc., Winthrop Chemical Company, Inc., and John Wyeth & Brother, Inc.

Apparently many of the physicians attending the meeting had "lagging appetites" since the most popular drink in evidence was two well-known vitamin B-1 preparations. Information reaches the writer that either of the two preparations, when served ice cold as was the case in Pinehurst, make a most refreshing and stimulating drink.

The T. M. A. expects to soon distribute a revised list of the membership to every drug store in the State.

North Carolina News Notes

The Annual University of North Carolina Pharmacy School dances were held in Chapel Hill on May 2 and 3.

The home of **R. M. Brame,** North Wilkesboro, was extensively damaged by fire recently.

We are glad to report that **R. S. Rittenbury** of Charlotte is rapidly recovering from a recent accident and expects to return to work shortly.

J. S. Nance has announced the removal of the Selwyn Cut Rate Drug Store, now located at 125 W. Trade Street, Charlotte, to new quarters at the intersection of W. Trade and S. Mint Street.

J. D. Mitchell, formerly of Kannapolis, is now pharmacist with the Sterling Drug Company of Charlotte.

The Freeze Drug Company of Hendersonville was recently sold to H. I. Hodges. **Wiltshire Griffith,** for years identified with the drug business in Hendersonville, will have charge of the prescription department.

Tom Rudisill, who has been a clerk at Salley's Drug Store, Asheville, for the past six years has taken a similar position with the Economy Drug Company, Hendersonville.

H. E. Smith of Eckerd's Drug, Charlotte, has been drafted into the United States Army.

Mr. J. W. Snowden of Pictorial Paper Package Corporation spoke to the Student Branch of the N. C. P. A. on the night of May 12. The subject of his address was "Interprofessional Relations."

Pharmacist **L. B. Ring** has accepted a position with Dees Pharmacy of Wallace.

A. J. Miller, formerly with the Biltmore Drug Store, Biltmore, has accepted a position with Justus Pharmacy, Hendersonville.

Pharmacist **St. John Hart Hardwicke** has lived in a college town for the past eighteen years but has never seen a football or a basketball game.

Earl Tate has been elected mayor of Lenoir for the third successive time.

Frank Dayvault of Dayvault's Drug Store, Lenoir, stopped in Winston-Salem recently, while on a trip to Durham, to donate $8.80 to the city. Frank wasn't quite as lucky as **Phil Gattis** of Raleigh who convinced a traffic officer near Durham that it was mighty important he not be delayed.

Gilberto Colina has accepted a position with Stanley's Drug Store of Charlotte. He was formerly connected with York's in that city.

The Stonewall Pharmacy of Charlotte has been sold to **H. F. Sapp** of Davidson. The prescription department will be actively managed by **R. E. Cornelius** of Charlotte who recently closed his store in that city.

Oscar W. Smith of Pilot Mountain was recently elected mayor of his city.

The following pharmacists were accepted as members of the North Carolina Pharmaceutical Association during the Sixty-second Annual Convention: **J. F. Lyon** of Durham, **Joe P. Tunstall** of Washington, **G. D. Booth** of Durham, **H. G. Mitchell** of Burlington, **Eugene Brown** of Durham, **W. L. West** of Roseboro, **Isaac Zuckerman** of Greensboro, **L. Wriston Smith** of Kannapolis, **C. O. Powers** of Burlington, and **James L. Cherry** of Asheville.

One associate member was accepted, **David G. Ridenhour** of Durham.

C. A. Sanders, formerly of Salisbury, is now associated with the Secrest Drug Company of Monroe.

P. J. Suttlemyre reports that one of his customers inquired about the lettering "WHKY" which he had noticed on the front of an establishment. Apparently the person thought WHKY was an abbreviated way of spelling Whisky and was all excited over Hickory's new liquor store. His fears were quickly allayed upon learning that Station WHKY had no intention of competing with the manufacturers of "White Lightning" or any other local brand of Spiritus Frumenti.

P. L. Thomas of Roxboro has been elected to the City Council of that city.

C. C. McMillan, formerly associated with the Charlotte Street Pharmacy of Asheville, has returned to his native state, Alabama.

Contributors to the Sixty-second Meeting of the N. C. P. A.

Chairman D. L. Boone, Jr., of the Prize Committee reports that two hundred and forty-nine (249) firms contributed either cash or merchandise toward the success of the Convention this year. Both Mr. Boone and Local Secretary I. T. Reamer, who secured cash contributions from Durham druggists, are to be commended for their splendid work on behalf of the Association. The following firms, listed in alphabetical order, donated over $5,000 in cash or merchandise:

Abbott Laboratories, Chicago, Ill.
Admiracion Laboratories, Harrison, N. J.
Alba Pharmaceutical Company, New York, N. Y.
Allaire-Woodward Company, Peoria, Ill.
Allan & Company, St. Louis, Mo.
American Chicle Company, Long Island City, N. Y.
American Druggist Syndicate, Long Island City, N. Y.
American Ferment Company, Buffalo, N. Y.
American Safety Razor Company, Brooklyn, N. Y.
American Tobacco Company, Durham, N. C.
Amity Leather Products Company, West Bend, Wis.
Ammen Company, Alexandria, La.
Angostora-Wupperman Company, New York, N. Y.
A. & O. Company, Newbern, N. C.
Armour Laboratories, Chicago, Ill.
Armstrong Cork Company, Lancaster, Pa.
Aseptinol Company, Baltimore, Md.
Ayer, Harriett Hubbard, New York, N. Y.

Ballard, J. F., St. Louis, Mo.
Barton Mfg. Company, St. Louis, Mo.
Bauer & Black, Chicago, Ill.
Bayer Company, New York, N. Y.
B. C. Remedy Company, Durham, N. C.
Becton Dickenson Company, Rutherford, N. Y.
Beechnut Packing Company, Canajoharie, N. Y.
Belk-Leggett Company, Durham, N. C.
Betalax Company, Mt. Vernon, N. Y.
Bisodol Company, Jersey City, N. J.
Blair, J. C., Huntington, W. Va.
Blosser Company, Atlanta, Ga.
Bodeker Drug Company, Richmond, Va.
Boncilla Lab., Indianapolis, Ind.
Boone Drug Company, Durham, N. C.
Borden Sales Company, N. Y. City.
Bosworth, A. H., Wichita, Kan.
Boyer Company, Chicago, Ill.
Brewer's Drug Store, Durham, N. C.
Bristol-Myers Company, New York, N. Y.
Brockway Glass Company, Brockway, Pa.
Brown, E. T., Drug Company, New York, N. Y.
Burma Vita Company, Minneapolis, Minn.
Burroughs-Wellcome Company, New York, N. Y.
Burwell Dunn Drug Company, Charlotte, N. C.

Caldwell Drug Company, Monticello, Ill.
Capudine Chemical Company, Raleigh, N. C.
Carolina Pharmacy, Chapel Hill, N. C.
Carswell Drug Store, Durham, N. C.
Carter Ink Company, Boston, Mass.
Caulk, L. D., Company, Milford, Del.
Chamberlain Laboratories, Des Moines, Iowa.
Chattanooga Med. Company, Chattanooga, Tenn.
Cheeseborough Mfg. Company, Jersey City, N. J.
Chelf Chemical Company, Richmond, Va.
Chichester Chemical Co., Philadelphia, Pa.
Clark-Cleveland Company, Binghamton, N. Y.
Coca-Cola Company, Atlanta, Ga.
Coleman's Drug Store, Durham, N. C.
Colgate-Palmolive-Peet Company, Jersey City, N. J.
Conti Products, New York, N. Y.
Coty Sales Corp., New York, N. Y.
Crabtree Pharmacy, Durham, N. C.

Delv. Ltd., New York, N. Y.
Devilbiss Company, Toledo, Ohio.
Doho Chemical Company, New York, N. Y.
Dr. Pepper Company, Dallas, Texas.
Drew Pharmacy Company, Buffalo, N. Y.
Drug Package Company, St. Louis, Mo.
Duke Laboratories, Stamford, Conn.
Durham Ice Cream Company, Durham, N. C.
Durham Drug Company, Durham, N. C.

Eagle Druggists Supply Company, New York, N. Y.
Eastman Kodak Company, Rochester, N. Y.
Edwards Drug Company, Raleigh, N. C.
Eckerd's Drug Co., Durham, N. C.
Elmo Sales, Philadelphia, Pa.
Emerson Drug Company, Baltimore, Md.
Eubanks Drug Co., Chapel Hill, N. C.
Excelento Med. Company, Atlanta, Ga.
ExLax Company, Brooklyn, N. Y.

Fleet, C. B., Company, Lynchburg, Va.
Fleet Chapstick Company, Lynchburg, Va.
F. & F. Laboratories, Chicago, Ill.
Fitch, F. W., Company, Des Moines, Iowa.
French Lick Laboratories, French Lick Springs, Ind.

Gibbs, T. R., Company, Washington, D. C.
Gillette Safety Razor Company, Boston, Mass.
Gilpen, H. B., Company, Baltimore, Md.
Glassco Products Company, Chicago, Ill.
Glessner Company, Findley, Ohio.
Golden Glint Company, Seattle, Wash.
Goody's Inc., Winston-Salem, N. C.
Gray, W. F., Company, Nashville, Tenn
Griffin Mfg. Company, New York, N. Y.

Hart Drug Company, Miami, Fla.
Herb-Juice-Penol Company, Danville, Va.
Hershey Chocolate Company, Hershey, Pa.
Hiscox Chemical Company, Patchoque, N. Y.
Holland-Rantos, Inc., New York, N. Y.
Hollingsworth Candy Company, Augusta, Ga.
Holloway Street Pharmacy, Durham, N. C.
Holms, T. J., Inc., Chartley, Mass.
Hope, Inc., N. Y. City.
Horlicks Malted Milk Company, Racine, Wis.
Hospital Pharmacy, Durham, N. C.
Houbigant Sales, Inc., New York, N. Y.
Hudnut, Richard, Inc., New York, N. Y.
Hunter, H. B., Inc., Norfolk, Va.
Hynson-Westcott-Dunning, Inc., Baltimore, Md.

Innerclean Company, Los Angeles, Calif.
International Cellucotton Products Corp., Chicago, Ill.

Jacobs Pharmacy, Atlanta, Ga.
Johnson & Johnson, New Brunswick, N. J.
Justice Drug Company, Greensboro, N. C.

Kilmer, Inc., Dr., Binghamton, N. Y.
King Drug Company, Raleigh, N. C.
King, C. E. and Sons, Durham, N. C.

Kolynos Sales Corp., Jersey City, N. J.
Kress & Owen, Inc., New York, N. Y.

L. and M. Drug Co., Durham, N. C.
Lambert Pharmaceutical Company, St. Louis, Mo.
Lance Packing Company, Charlotte, N. C.
Lederle Laboraories, Inc., Atlanta, Ga.
Lentheric, Inc., New York, N. Y.
Lever Brothers, Cambridge, Mass.
Lifesavers Corp., Port Chester, N. Y.
Liggett & Myers Tobacco Company, Durham, N. C.
Lilly, Eli, Indianapolis, Ind.
Limoges China Company, Sebring, Ohio.
Liquid Carbonic Corp., Chicago, Ill.
Long Meadow Dairies, Durham, N. C.
Lucky Tiger Company, St. Louis, Mo.
Luft, George W., New York, N. Y.

Magnus, Maybee & Reynard, New York, N. Y.
Mallinckrodt Chemical Works, New York, N. Y.
Mangum Street Pharmacy, Durham, N. C.
Marlin Blades Company, New York, N. Y.
Martha Washington Candy Company, Roanoke, Va.
Massengill, S. E., Co., Bristol, Va.
McCambridge & McCambridge, Washington, D. C.
McCormick Sales Company, Baltimore, Md.
McDonald's Drug Store, Durham, N. C.
McKay's Pharmacy, Durham, N. C.
Mead, Johnson Company, Evansville, Ind.
Menley & James, Inc., New York, N. Y.
Mennen Company, Newark, N. J.
Mentholatum Company, Wilmington, Del.
Mercirex Company, Milford, Del.
Merck Chemical Company, Rahway, N. J.
Merrell, William S., Company, Cincinnati.
Merritt Chemical Company, Greensboro, N. C.
Miles Lab., Inc., Elkhart, Ind.
Moffett, C. J., Co., Columbus, Ga.
Monroe Chemical Company, Quincey, Ill.
Montague's Pharmacy, Durham, N. C.

National Carbon Company, Jersey City, N. J.
National Soda Straw Company, Chicago, Ill.
New York Quinine Chemical Company, Brooklyn, N. Y.
No Doz, Inc., Oakland, Calif.
Norris Candy Company, Atlanta, Ga.
North Durham Drug Co., Durham, N. C.
Northam Warren, Inc., Stamford, Conn.
Norwich Chemical Company, New York, N. Y.
Noxzema Chemical Company, Baltimore, Md.
Nunnally Candy Company, Atlanta, Ga.

O'Cedar Company, Chicago, Ill.
OD Peacock Sultan Company, St. Louis, Mo.
O. & N. Company, Salisbury, N. C.
One Spot Company, Elkridge, Md.
Ortho Products Company, Linden, N. J.
Owens-Illinois Glass Company, Toledo, Ohio.

Randolph Paper Company, Richmond, Va.
Read, E. B. & Company, Baltimore, Md.

Palmer, Solon, Company, New York, N. Y.
Pangborne Candy Company, Fort Worth, Texas.
Paramount Sales Company, Knoxville, Tenn.
Parker, R. H., Drug Store, Durham, N. C.
Parke-Davis Company, Detroit, Michigan.
Peabody Drug Company, Durham, N. C.
Penick, S. B., Company, New York, N. Y.
Pennsylvania Glass Company, Pittsburg, Pa.
People's Drug Co., Durham, N. C.
Pepsodent Company, Chicago, Ill.
Personal Products Company, Milltown, N. J.
Pet Dairies, Durham, N. C.
Petrolagar Lab., Chicago, Ill.
Pfizer Chemical Company, New York, N. Y.
Pharmaco, Inc., Newark, N. J.
Phillips, Charles H. Co., New York, N. Y.
Pictorial Paper Packing Co., Aurora, Ill.
Pineoleum Company, New York, N. Y.
Piver, Inc., N. Y. C.
Plough Chemical Company, Memphis, Tenn.
Polk-Miller, Inc., Richmond, Va.
Poythress, Wm., Company, Richmond, Va.
Prophylactic Brush Company, Florence, Mass.
Pyro-Sana Lab., St. Louis, Mo.

Reed & Carnrick, Jersey City, N. J.
Reiser Company, New York, N. Y.
Rogers Drug Store, Durham, N. C.
Rubenstein, Helena, New York, N. Y.

Sales Builders, Inc., Chicago, Ill.
Sayman, T. M., Co., St. Louis, Mo.
Schering & Glatz, Inc., New York, N. Y.
Schieffelin & Company, New York, N. Y.
Schiffman Company, New York, N. Y.
Schmidt, Julius, Inc., New York, N. Y.
Schnefel Company, Newark, N. J.
Scholl Mfg. Company, Chicago, Ill.
Schrafft Candy Company, Boston, Mass.
Seeck & Kade, New York, N. Y.
Seeman Printery, Durham, N. C.
Segal Blade Company, Richmond, Va.
Sempray Company, Grand Rapids, Mich.
Sharpe & Dohme, Inc., Baltimore, Md.
Sheaffer Pen Company, Des Moines, Iowa.
Southern Dairies, Inc., Charlotte, N. C.
Southern Weed Company, Burlington, N. C.
Squibb, E. R. & Sons, New York, N. Y.
Stanback Company, Salisbury, N. C.
Stearns, Frederick R., Co., Detroit, Michigan.
Sterling Products Co., Wheeling, W. Va.
Stimudents, Inc., Detroit, Michigan.
Stillman Company, Aurora, Ill.
Stowe, Charlotte, N. C.

Taylor Drug Store, Durham, N. C.
Tilden Company, New Lebanon, N. Y.

Upjohn Company, Kalamazoo, Michigan.

Van Pelt & Brown, Inc., Richmond, Va.
Vick Chemical Company, Greensboro, N. C.

Walgreen Drug Store, Durham, N. C.
Wampole, Henry K., Philadelphia, Pa.
Warner, Wm. R., Company, New York, N. Y.
Washington Duke Hotel, Durham, N. C.
Webster, Wm. A., Memphis, Tenn.
Weco Products Company, Chicago, Ill.
Welsh Grape Juice Company, Westfield, N. Y.
West Side Pharmacy, Durham, N. C.
Westclox, La Salle, Ill.
Whelan Drug Co., Durham, N. C.
Whitman Candy Company, Philadelphia, Pa.
Whitemore Brothers, Boston, Mass.
Winthrop Chemical Company, New York, N. Y.
Wrisley Distributing Company, Chicago, Ill.
Wyeth, John & Brothers, Philadelphia.

Yager Chemical Company, Baltimore, Md.
Yardley, Inc., New York, N. Y.
Young Rubber Company, New York, N. Y.

Zerbst Pharmacal Company, St. Joseph, Mo.
Zonite Sales Corp., New Brunswick, N. J.

PHARMACY: TODAY AND TOMORROW

(Continued from Page 105)

to death." Whoever heard of anybody working himself to death in a retail drug store? I believe my mother is typical in this respect so my estimate is that 25% of you will be spoiled by mamas. The wives will take care of another 50%. You just can't take it. After Mabel or Mary or Sue has bawled you out for several months, you'll finally reach the conclusion that it's more important to be home for dinner on time than to see that things go right at the store.

Now, in addition to the mamas and wives, the government has started to wet-nurse her youth. A 40-hour week is all right for the fellow who is satisfied to take his place in the ranks and march through life as a private. But I notice that even in the army where they are training officers, they get them out of bed at 5:30 in the morning and work them till ten at night. They realize that if you are going to command men, you must have something in you and the way to find out whether you have it, is to see how much hard work you can take. Maybe you think I'm pretty hard boiled about all of this, but I'm not. I've just been observing things. So I say to you, there are opportunities in the drug business for the taking but you are not apt to get any of the plums until you can out-work and out-think the boys who start up the ladder with you.

The fellow who does the most complaining about lack of opportunities is the fellow who begins to see his mates step up above him and blames it on everything except himself. Yes, as I said before, there are big jobs aplenty but to get them it takes work, and when I say work, I mean work.

There are opportunities in other fields, too. I have here some statistics I believe will interest you. This is a composite report made up from replies to a questionnaire recently sent out by the N. A. C. D. S. to 78 of its manufacture members. These 78 manufacturers employ 2,760 registered pharmacists as laboratory workers, chemists, salesmen, detail men and office workers.

These 78 manufacturers employ in executive positions:

- 7 Presidents.
- 12 Vice-Presidents.
- 1 Assistant to Vice-President.
- 1 Secretary.
- 1 Treasurer.
- 25 Sales Managers.
- 77 Sales Executives.
- 25 Directors, Executives, Superintendents, Purchasing Agents, etc.
- 19 Department Heads.
- 3 Editors.

At the time I received these figures, replies had not come in from the three largest pharmaceutical manufacturers. That will probably give you an idea of the possibilities in one branch of the industry but, after all, I suppose I came here to talk about the retail phase of it.

Retailing has made a lot of progress in the past 25 years. I say 25 years because that represents the span of my observation. I can truthfully say that each year has been a more fascinating one. New interests, new products, new methods are constantly injecting themselves into the picture, and old interests, old products and old methods are constantly lending themselves to new adaptation. This reminds me of one of the most interesting prescription department promotions in which it has ever been my privilege to participate. It was about 15 years ago. I was a pharmacist in a drug store in Wilson. At the same time Carl Goerch, who is now editor of the *State* magazine, was editor of *The Wilson Mirror*, a morning newspaper in our town. Carl collaborated with me on the campaign which, as I recall it, ran for a period of 16 weeks. What finally evolved after days and days of getting our heads and enthusiasms together was a 4-point program which included a newspaper advertisement, a letter to the doctors, a window display and a message to our customers and prospective customers each week. The newspaper ads were a quarter page in size with a lot of white space and a dignified type of copy occupying the center of the space used. We would, for example, feature the fact that all ointments were dispensed in collapsible tubes emphasizing the value of

having an ointment in an air-tight container that will at the same time prevent contamination. While this copy was being used in the newspaper, a window display was installed featuring this method of dispensing ointments. A personal letter covering this subject was sent to each physician in town as well as a letter to our customers. Each succeeding week a different phase of our prescription service was promoted in a similar manner. Careful records were kept and we found that prescription business had more than doubled as a result of our efforts.

This campaign was also of value in an entirely unexpected way. It became necessary for us to adopt new services and improve on old methods of dispensing in order to have a sufficient number of points of superiority around which to build our advertising.

I have mentioned this incident for two reasons: First: because we are now working on plans to revamp this same promotion and use it again. Which proves, I believe, that old methods are just as good today as they were years ago once they are redressed and modernized. Second: that appropriate merchandising methods are just as applicable to the prescription department as to any other department in the store and in my opinion just as essential.

I am particularly interested at this time in a problem in which I believe we have a common interest. When you matriculated here at the University you became just as much a part of this profession as are your instructors, your future employers and others who have been associated with it for years. I have every reason to believe, therefore, that you are just as interested and concerned about its future as is, for instance, such great builders of pharmacy as our own Dr. Grover Beard. National statistics indicate that the demand for registered pharmacists already exceeds the supply by about 600 annually. This in itself is, of course, a problem but the thing I believe we should be most concerned about is the depreciation in quality of the average entrant to American colleges of pharmacy today. Ladies and gentlemen, it's our job to see that not only the "I.Q." but the social standards are raised. One has only to look at the refined, intelligent faces I see here to realize that this has not yet become a problem at Chapel Hill. It is a problem, however, in other sections of the country and it is our solemn duty to see that it does not become one in North Carolina. What can you do about it? Well, I'll tell you. Most of you know the outstanding students in your high schools back home. Talk to them about pharmacy. Interest them in becoming a part of this great profession. Tell them it's hard. Let them understand that it's no "Crip" course but that there are plenty of big jobs in this field and we are certainly not turning out filling station attendants.

Sunday night I read in the *New York Times* a review of Robert Nixon's book, *Corner Druggist*. Yesterday I read a review of the same book in the N. A. R. D. JOURNAL. For the benefit of those of you who haven't read the book, I would like to say that it is a biography of the author's father who was a druggist of the old school and, as much as we will all dislike some of its implications, it seems to be well on the way to the best-seller list. The thing that impressed me most, and I have lived through most of the period covered, was the vast change in the personal relationship between pharmacist and customer of that day and this. As much as we may regret it, we are forced to admit that competition, development of advertising methods, mass production and new tax laws have slowly but surely forced us into more impersonal methods of merchandising. Volume and ever increasing volume has become necessary to combat the constantly rising cost of doing business until it requires twice the volume of business today to make the same amount of money that a druggist was able to make 25 years ago. Your job, then, as I see it, is to learn as quickly as possible the methods necessary to produce this all-important volume. I think I can assure you that you will find your employer ready and eager to help.

If I have seemed a bit discouraging, it was because I wanted you to know the price you would have to pay for the top spots in your chosen profession. I told you in the beginning that you were going to get

a position, and you are. When I see college graduates in so many other fields working at filling stations for $15.00 a week and when I watch the constantly diminishing supply of registered pharmacists nationally, I am forced to say to you that you have, at least, chosen a safe profession. I hope you will not be satisfied with just being safe.

You are entering a profession which offers you a wide field for advancement but I would not want you to leave college thinking that at 30 you are going to be a top executive. I know that at 21, 30 looks a long way off. When you graduate from college, you are just beginning your serious study and at 30 you are just reaching the age where, if you have spent your time wisely and industriously, you will have qualified yourself to begin to grow into better jobs.

So, don't be discouraged. When things seem tough and you are not getting the breaks, your opportunity may be just around the corner. But you can gamble on the fact that you will never find it unless you qualify yourself for it.

Golf Tournament

Seventy-five contestants participated in the golf tournament held at the Hope Valley Country Club near Durham on the final afternoon of the Sixty-second Annual Convention of the N. C. P. A. The tournament, provided through the courtesy of Yager Liniment Company, was open to all men registered for the Convention. I. T. Reamer, Local Secretary, awarded prizes to the winner during the T. M. A. Jamboree.

Buddy Allgood of Roxboro, in accepting the Yager Trophy which he had won, said "It was all luck." C. T. Council won a Big Ben electric clock and W. L. Johnson a golf bag.

At the head of the T. M. A. list was J. M. Cates of Greensboro who won a desk pen set. Lynn Davis of Greensboro and H. D. Vail of Pinehurst also demonstrated their golfing abilities by winning prizes.

Wade McMaster of Siler City and Frank A. Pierson of Durham won first and second prizes, respectively, in the visitors' section, the first receiving a Yardley set, the latter a dozen golf balls.

Asheville Branch of Women's Auxiliary Holds Monthly Meeting

Mrs. F. A. Powell,
Corresponding Secretary

The Asheville Branch of the Women's Auxiliary met in the Green Room of the S. & W. Cafeteria on May 2 to discuss the Sixty-second Annual Meeting of the Association which many members of the local organization plan to attend.

Mrs. B. L. Meredith, Vice-President, presided during a short business session. The club decided not to meet during the summer and set the first Friday in September as the date of the next meeting.

Deaths

Casper Smith, Wilson druggist and member of the N. C. P. A. since 1914, died in that city on May 21 after a short illness.

For the past 25 years Mr. Smith owned and operated the Wilson Drug Company, the second oldest in that section of the State. Prior to his coming to Wilson, Mr. Smith worked in the drug business in Kings Mountain. He was a native of Lumberton and graduated from Trinity College, now Duke University.

Surviving Mr. Smith are his wife, his mother, Mrs. Lula L. Smith; three brothers, Walter and Albert of Lumberton and Herbert T. Smith of White Lake. Funeral services were held Friday, May 23, at the Methodist Church, Wilson.

Marriages

The marriage of Miss Gertrude Morris of Baltimore, Maryland, and **John D. Mitchell** of Charlotte took place April 12 in Dublin, Maryland.

Before coming to North Carolina, the bride was associated with the Church Home and Infirmary Hospital in Baltimore, Maryland.

The bridegroom is a graduate of the State University School of Pharmacy, Class of '35, and has been connected with the Martin Drug Company of Kannapolis for several years. He recently severed his connection with this firm to accept a position with Sterling Drug Company, Charlotte.

The couple will be at home at 219 East Park Avenue, Charlotte, after June 1.

The younger graduates of the University School of Pharmacy, particularly those of the '40 Class, will be interested to hear of the marriage of **Lloyd Morgan Senter** and Miss Thelma Durham, both of Carrboro, which took place on May 4 at the Carrboro Baptist Church.

After a wedding trip to Virginia and West Virginia the young couple are at home to their friends in Carrboro where Mr. Senter is associated with his father, **P. L. Senter**, in the drug business.

Information on Selective Service for Employers

For some time there has been a rather acute shortage of registered pharmacists in North Carolina; a shortage which has been intensified by the Selective Service Act. The following article, we believe, will answer many questions regarding the Selective Service System.

The Selective Service System

1. It is the purpose of the Selective Service System to increase and train the armed forces of the United States *with the least possible disruption of the social and economic life of the Nation.* However, it must be realized by all that any program contemplating compulsory military service must, inevitably, cause some inconvenience. This will be compensated for by increased national security and, undoubtedly, a higher standard of citizenship.

2. It must be borne in mind that all able-bodied registrants (with the exception of ministers and a limited number of other cases designated by law) are liable for training for a period of one year. However, since the Nation is still at peace and since the number required for training is a comparatively small percentage of the total number registered, provisions have been made in the Act and in the Regulations whereby the Local Selective Service Boards may defer from training men who have dependents, who are necessary in their occupations, or who are specifically deferred by law.

Selective Service and the Employer

3. It is suggested that each employer who is concerned by the possible effects of the Selective Service System upon his business (through the loss of employees):

(a) List all registrants in his employ who were between the ages of 21 and 25 inclusive on October 16, 1940 (only about 5% of those registered will be called by July 1, 1941);

(b) Deduct from this list all registrants who have dependents;

(c) Make a careful analysis to determine which of the remaining registrants cannot be immediately replaced if called for service;

(d) If necessary, arrange to train additional men to take the place of those who may be called.

Class II-A Deferments

4. The Local Board is empowered to defer from training "those men whose employment in industry, agriculture, or other occupations or employment, or whose activity in other endeavors, is found . . . to be necessary to the maintenance of the National health, safety or interest." (Sec. 5. (c) Selective Training and Service Act of 1940). Men so deferred are placed in Class II-A.

5. A copy of Section XXII, Vol. III, Selective Service Regulations, governing the granting of Class II-A (occupational) deferments, is attached.

6. An employer who desires an employee to be placed in Class II-A (deferred because of occupational necessity) should:

(a) Arrange for the employee to notify the employer when he receives his Selective Service Questionnaire;

(b) Offer to assist the employee in filling in Series IV of the Questionnaire and to give the employee any information he desires in this regard. (*Of course, the employer may not require the employee to accept such assistance*);

(c) Fill in and execute an affidavit setting forth the facts on which the employer be-

lieves the employee should be placed in Class II-A. (*In no case should the employer ask for a deferment before the employee receives his Questionnaire.* In some cases, it may be several years before a registrant receives his Questionnaire, and the Local Board will not consider a request for deferment filled prior to the time that the registrant comes up for classification in accordance with the sequence established by the National Lottery on October 30.)

Employer's Request for Deferment

7. In making a request for the deferment of a necessary man, the employer may execute his affidavit on a Selective Service Form prepared for this purpose (D. S. S. Form 42) or he may draft a similar statement on his own stationery. Copies of D. S. S. Form 42 may be secured from the Local Board as they are needed.

8. The registrant has five days in which to fill out and return his Questionnaire. The employer's affidavit requesting deferment may be attached to the Questionnaire or mailed directly to the Local Board. In either case, the employer's affidavit must be sent to the Local Board within five days after the Local Board has mailed the Questionnaire to the Registrant, unless the Registrant secures an extension in time from the Local Board.

9. The employer's affidavit should contain the following information:

(a) An accurate and full description of the employee's job in sufficient detail to allow the Local Board to understand fully the duties that the individual performs. (b) A statement of the relative shortage of persons with his special qualifications and skills. (This part of the statement should include all facts which would assist the Local Board in determining the availability in that community of persons with that particular skill);

(c) The employer should then state any facts which support the claim that the removal of this employee, without immediate replacement, would cause a material and substantial loss of effectiveness or productivity in the employer's enterprise; (d) An estimate of the length of time it will take to train or otherwise secure a replacement for this employee and the steps which the employer proposes to take to secure such replacement.

10. In addition to the above facts, which go directly to the question in issue, the employer should give a brief description of his products or services and their usefulness and contribution to the employment or well-being of the community or Nation.

11. Further, such affidavits should be directly identifiable as applying to the individual employee in question by referring to him by name and order number exactly as entered on the questionnaire.

Nature of Occupational Deferments

12. *A deferment is not an exemption.* It is a stay for the purpose of giving the employer time to train or otherwise secure a replacement. The Local Board will attempt to fix the period of deferment as that length of time in which the employer could reasonably be expected to so train or secure a replacement. At the termination of the deferment period the individual's case will come up before the Local Board for reclassification. At this time it will be incumbent upon the employer to restate the relationship of the employee to the enterprise. All the facts contained in the original affidavit will again be open for determination by the Local Board. Therefore, the employer should make every effort possible in the intervening period to train or secure a replacement, so that the registrant may be inducted for his year's training.

Reporting Changes in Status

13. The employee is required to report to the Local Board any change in his status which would affect his classification within five days of any such change. Where an employer has submitted an affidavit to a Local Board, there is an equal responsibility upon the employer to notify the Local Board as to any material change in the facts as stated therein. Obviously, a change in a regis-

trant's job, cessation of work, promotion or demotion or a change in labor supply may easily change his occupational status so as to:

(a) Void any present deferment;

(b) Justify a further deferment;

(c) Justify a request for occupational deferment which had not been previously requested.

Appeal from the Decision of Local Boards

14. Paragraph 370, Vol. III, Selective Service Regulations, prescribes the procedure for appeals. That part of the Regulations which will be of interest is quoted below:

"The registrant, any person who claims to be a dependent of the registrant, a government appeal agent, the Director of Selective Service or the State Director of Selective Service may appeal to the Board of Appeal from any local board classification, except that no appeal may be made by, or on behalf of, a registrant classified in Class II or Class III who claims a lower classification."

15. In other words, the employer himself may not appeal where his claim for occupational deferment has been refused by the Local Board. However, a government appeal agent is assigned to each Local Board to protect the interests of the Government or the registrant, and he may and will appeal cases where he believes the national interest to be involved.

When to Replace a Selected Employee

16. Selected registrants will be given at least five days in which to take care of their private affairs before induction into the armed forces. However, it is possible that a selected man will be rejected by the Army because of failure to pass the Army physical examination or for other reasons.

17. Therefore, it would seem proper that a selected employee should not be permanently replaced until after he has been accepted by the armed forces. Otherwise, if he were rejected, he might return to his community to find his employment gone. Failure to meet the rigid physical requirements of the armed forces should not prejudice an employer against re-hiring an employee.

EXCERPTS FROM SELECTIVE SERVICE REGULATIONS, VOLUME III

Classification and Selection

Class Two: Occupational Deferments.

350. General Rules for Classification of Class II-A

a. On the local board is placed the responsibility of deciding which men should be deferred because of their civilian activities. It is in the national interest and of paramount importance to our national defense that civilian activities which are contributing to the national health, safety and interest should be disrupted as little as possible, consistent with the fundamental purpose of the Selective Training and Service Act.

b. Section 5-(e) of the Selective Training and Service Act provides: "No deferment from training and service shall be made in the case of any individual except upon the basis of the status of such individual, and no deferment shall be made of individuals by occupational group or groups of individuals in any plant or institution."

c. The local board may avail itself of the assistance of all Federal, State or local agencies (such as the State Employment Service, State Advisors on Occupational Deferments, county agricultural agents, or others) to obtain information in cases of occupational deferments. The local board may request the State Employment Service to assign an agent to it for the purpose of securing such information.

351. "Necessary Man" Defined

A registrant shall be considered a "necessary man" in industry, business, employment, agricultural pursuit, governmental service, or in any other service or endeavor, including training or preparation therefor, *only when all of these conditions exist:*

a. He is, or but for a seasonal or temporary interruption would be, engaged in such activity.

b. He cannot be replaced satisfactorily because of a shortage of persons with his qualifications or skill in such activity.

c. His removal would cause a material loss of effectiveness in such activity.

352. Composition of Class II-A

a. In Class II-A shall be placed any registrant found to be a "necessary man" in any industry, business, employment, agricultural pursuit, governmental service, or any other service or endeavor, or in training or preparation therefor, the maintenance of which is necessary to the national health, safety or interest in the sense that it is useful or productive and contributes to the employment or well-being of the community or the Nation.

b. In determining whether a registrant is a "necessary man," the local board shall give due consideration to those registrants engaged in any activity which is essential to the national health, safety, or interest in the sense that a serious interruption or delay in such activity is likely to impede the national defense program.

353. Length of Deferments for Class II-A

Class II-A deferments shall not be for a period longer than six months. However, such deferments shall be renewed for further periods of not to exceed six months, unless the local board shall determine that the registrant shall be reclassified as provided in Section XXX.

CAPUDINE

BONUS DEAL

TO RETAIL TRADE

THROUGH ACCEPTED WHOLESALERS

$8.00 ANY ASSORTMENT **5%** CASH BONUS

In Addition to Wholesaler's Discount

Cash Bonus will be sent direct upon Receipt of Wholesaler's Invoice showing Purchase

P.S.—You net 481% Profit when dispensed over the fountain from the one pint size. Include on your order. Write for Free Dose Measure Glass, Counter Cards, Dummy Cartons.

CAPUDINE CHEMICAL CO. **RALEIGH, N. C.**

Saxon . . .

Drug Specialties
Vitamin Products
Cough and Cold Items
Pills and Tablets
Ointments
Toiletries
Insecticides
Liquid Packages
Dry Packages

ESSENTIALS TO PROFITABLE DRUG STORE OPERATIONS

SCOTT DRUG CO.

CHARLOTTE, N. C.

Distributors



Valentine's Meat-Extract

1 Dozen at list - - - - - - - - - - - $9.00

Through Wholesaler

Valentine's Meat-Juice Company
1600 Chamberlayne Ave.,
Richmond, Virginia

BUTTERCUP ICE CREAM

"IT'S FAMOUS *because* IT'S GOOD"

Fifty-nine Years of Service

TO THE DRUGGISTS OF

Virginia and North Carolina

• • •

OWENS & MINOR DRUG CO., INC.

Richmond, Virginia

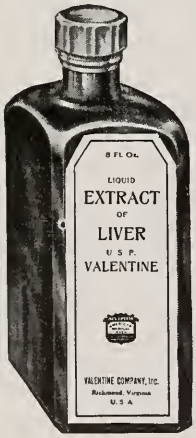
Represented in North Carolina by

Gamble M. Bowers
Rocky Mount, N. C.

Lloyd B. Allen
Roanoke Rapids, N. C.

Frank M. Fuller
Danville, Va.

LIQUID EXTRACT OF LIVER



U. S. P
Valentine

Economical oral extract. One U. S. P. unit in every one and one-half ounces. 5.9 milligrams of riboflavin per fluid ounce.

8-Ounces Net

1 Dozen at list $21.00

Through Wholesaler

Valentine Company, Inc.
1600 Chamberlayne Ave.
Richmond, Virginia, U. S. A.

THE NEW LABELS

New labels are obligatory in States that have passed laws similar to the Federal Drug Act and on all Interstate sales.

The principal changes in copy for U.S.P. and N.F. Shop Labels are; the clause on preparations containing narcotic and hypnotic drugs:
"Warning, May be habit forming"

The caution on labels for laxative preparations:
"Should not be used where there is abdominal pain, nausea, or other symptoms of appendicitis. Habitual use should be avoided."

And all labels:
"To have more adequate dose and directions."

McCourt Shop Labels - rolls or flat - meet all State and Interstate Requirements

Make sure your labels are correct by buying McCourt Roll Labels.

Genuine McCourt Roll Labels are sold only by McCOURT

WRITE FOR CIRCULARS

McCOURT LABEL CABINET CO.
Authority on Drug La els for 35 Years
58 BENNETT STREET, BRADFORD, PENNA.

The Carolina Journal of Pharmacy

PUBLISHED MONTHLY BY THE
NORTH CAROLINA PHARMACEUTICAL ASSOCIATION
AT CHAPEL HILL, N. C.
W. J. SMITH, MANAGING EDITOR
Entered as second-class matter July 5, 1922, at the post office at Chapel Hill, North Carolina under the Act of March 3, 1879

Annual Subscription, $1.00 — Single Numbers, 15 Cents

Vol. XXII — JULY, 1941 — No. 7

WARNING—Sale of Drugs

Frederick O. Bowman

From reliable sources we have learned that agents of the Federal Food and Drug Administration are to swoop down on the retail druggists of this State to investigate "over-the-counter selling of drugs regarded as dangerous unless adequately labeled to warn against their misuse."

Following a nation-wide check-up to determine the extent of the practice of selling dangerous drugs over the counter, the F. D. A. has issued citations to a large number of druggists, directing them to show cause why they should not be prosecuted under the Food, Drug and Cosmetic Act for selling misbranded products. It is likely that many more citations will be made and the prosecutions will be instituted in a number of cases. It is understood that the F. D. A. is ready, willing, even anxious to take to the Supreme Court of the United States a test case of its jurisdiction of over-the-counter sales of drugs it believes dangerous for indiscriminate distribution to laymen.

From time to time over a period of more than a year, the JOURNAL has carried warnings regarding the sale of dangerous drugs, and has endeavored to keep its readers advised concerning new rulings and interpretations in connection with the Food, Drug and Cosmetic Act. Regardless of this, however, it has come to our attention that many druggists are paying no attention whatever to the warnings and have made little or no effort in trying to familiarize themselves with either the law or the regulations promulgated thereunder.

We are publishing again a list of the dangerous drugs, furnished through the *N. A. R. D. Journal* by our Washington Representative, Rowland Jones, Jr., and we strongly urge that they be sold only on physicians' prescriptions.

These Drugs are Classed as Dangerous

Barbiturates
Cinchophen
Neocinchophen
Other cinchophen derivatives
Cantharides (for internal use)
Aminopyrine
Sulfanilamide
Sulfapyridine
Sulfathiazole
Thyroid
Aconite
Benzedrine Sulfate (for internal administration)
Chrysarobin or goa powder
Chrysophanic acid
Colchicine
Colchicum
Emetine
Phosphides
Phosphorus
Radium
Thiocyanates
The anthelmintic drugs
Carbon tetrachloride
Tetrachlorethylene
Male fern (aspidium)
Santonin
Wormseed oil (chenopodium oil)
Thymol

Other Restricted Drugs

Narcotic and hypnotic drugs and their preparations, which are not in the "dangerous" list, should be dispensed over the counter only if they are labeled with the legend: "WARNING: May be habit-forming." The drugs so designated thus far, which should be so labeled and which have not been placed in the "dangerous drug" classification, are

Alpha eucaine
Beta-eucaine
Bromal
Carbromal
Chloral
Codeine
Paraldehyde
Peyote
Sulfonmethane

together with any chemical derivatives of these drugs.

In this habit-forming list, very few problems will arise for the retail druggist, because most of them never would be sold over the counter in any event. However, every druggist should be aware of the restrictions.

The marihuana drugs (cannabis) are covered in other laws, and the narcotics covered by the Harrison Law are also in a separate classification, and should be dispensed only on physicians' prescriptions by druggists having the required special tax stamps.

Revised Labeling Regulations

The F. D. C. A. Administrator on April 10th issued AMENDED REGULATIONS to the Federal Food, Drug and Cosmetic Act, to become effective October 7th, 1941.

Retail druggists will be particularly concerned with the regulations, amending Section 502 (f) dealing with the labeling directions for use of drugs and devices, which are furnished below:

Section 502 (f)

A. Label Directions for Use

Directions for use may be inadequate by reason (among other reasons) of omission, in whole or in part, or incorrect specification of:

(1) directions for use in all conditions for which such drug or device is prescribed, recommended, or suggested in its labeling, or in its advertising disseminated or sponsored by or on behalf of its manufacturer or packer, or in such other conditions, if any there be, for which such drug or device is commonly and effectively used;

(2) quantity of dose (including quantities for persons of different ages and different physical conditions);

(3) frequency of administration or application;

(4) duration of administration or application;

(5) time of administration or application (in relation to time of meals, time of onset of symptoms, or other time factor);

(6) route or method of administration or application; or

(7) preparation for use (shaking, dilution, adjustment of temperature, or other manipulation or process).

B. Prescription, Doctors' Use

A shipment or other delivery of a drug or device shall be exempt from compliance with the requirement of clause (1) of section 502 (f) of the Act if:

(1) Such shipment or delivery is made for use exclusively by or on the prescription of physicians, dentists, or veterinarians licensed by law to administer or apply such drug or device;

(2) Adequate directions for so using such drug or device are available in scientific publications or otherwise;

(3) The label of such drug or device bears the statement "Caution: To be used only by or on the prescription of a . . . ," or "Caution: To be used only by a . . . ," blank to be filled in by the word "Physician," "Dentist," or "Veterinarian," or any combination of two or all of such words, as the case may be;

(4) No representation appears in the labeling of such drug or device with respect to the conditions for which it is to be used; and

(5) In the case of a drug which is not designated solely by a name recognized in an official compendium and which is fabricated from two or more ingredients, its

label also bears the quantity or proportion of each active ingredient.

Such exemption shall remain valid until all of such shipment or delivery is used by physicians, dentists or veterinarians licensed by law to administer or apply such drug or device, or is dispensed upon, and under labels bearing the directions for use specified in, prescriptions of such physicians, dentists or veterinarians. But if such shipment or delivery, or any part thereof, is otherwise disposed of as a drug or device, such exemption shall thereupon expire. The causing by any person of such an exemption so to expire shall be considered to be an act of misbranding for which such person shall be liable unless, prior to such disposition, such drug or device is relabeled to comply with clause (1) of section 502 (f) of the Act.

C. Manufacturing Use

A shipment or other delivery of a drug or device shall also be exempt from compliance with the requirements of clause (1) of section 502 (f) of the Act:

(1) With respect to directions for common uses, adequate directions for which are known by the ordinary individual; or

(2) If the label of such drug or device bears the statement "For manufacturing use only," and the labeling thereof contains no representation with respect to the effect of such drug or device; and if such shipment or delivery is made for use exclusively in the manufacture of another drug or device. But an exemption under subparagraph (2) shall expire if such shipment or delivery, or any part thereof, is otherwise disposed of as a drug or device. The causing by any person of such an exemption so to expire shall be considered to be an act of misbranding for which such person shall be liable unless, prior to such disposition, such drug or device is relabeled to comply with clause (1) of section 502 (f) of the Act.

Editorial Board

On June 3 President Ralph Rogers of Durham appointed sixteen members of the N. C. P. A. to serve on the Editorial Board of the CAROLINA JOURNAL OF PHARMACY.

The primary purpose of the Board will be to assist the present managing-editor of the JOURNAL in obtaining additional advertising, to aid in gathering news items and articles of general interest to the drug trade of this State and to act in an advisory capacity to the managing editor in the operation and maintenance of the publication. It is believed that such a Board will be of great assistance in the publishing of a profitable and successful JOURNAL.

The recent appointees are: P. J. Suttlemyre, Hickory; T. C. Yearwood, Charlotte; Joe Hollingsworth, Mount Airy; Paul Thompson, Fairmont; E. W. Woolard, Henderson; Alfred Martin, Roanoke Rapids; J. C. Hood, Kinston; E. R. Toms, Wilmington; Ed. Adams, Gastonia; George Royall, Elkin; Roger McDuffie, Greensboro; J. C. Jackson, Lumberton; Phil Gattis, Raleigh; J. T. Stevenson, Elizabeth City; Paul Bissette, Wilson; and Kelly Bennett, Bryson City.

The members of the Editorial Board are located in various sections of the State to facilitate the collection of news. If you have any suggestions for improving the JOURNAL, either they or the managing editor will appreciate an expression of your opinion.

Bowman Heads Organization to Buy Ambulance Ship for Britain

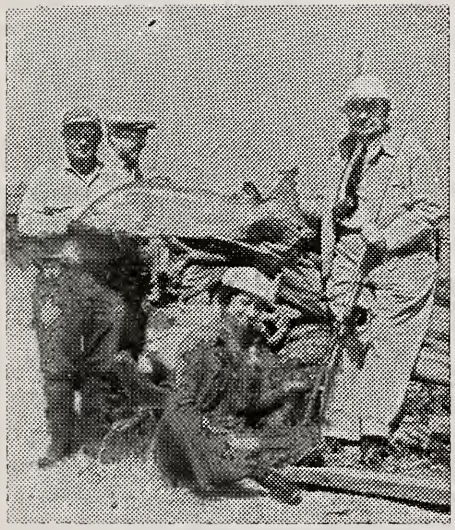
F. O. Bowman, chairman; Governor J. M. Broughton, honorary chairman and George Ross Pou, treasurer of the Old North State Fund formally opened on June 18 a Statewide campaign to raise approximately $75,000 for the purchase and delivery of an ambulance plane to Britain. The ambulance will be of the amphibian type with facilities for caring for four stretcher cases, two sitting cases, medical attendant or co-pilot.

In commenting upon the plans of the Old North State Fund, State Chairman Bowman states "it is the purpose of this strictly humanitarian organization to sponsor the gift of a completely equipped, approved type aerial ambulance to the people of the British Isles by the citizens of the Old North State. With the assistance of the British-American Ambulance Corps, which has rendered valiant service in supplying

England with ambulances and medical equipment, our executive committee has perfected plans which will allow our citizens to have a part in making this needed gift a reality."

According to plans as revealed by Chairman Bowman, the Old North State Fund will direct the State-wide financial campaign from headquarters in Raleigh with the support of local committees in each county of the State.

In response to an invitation from Governor Broughton, several hundred prominent citizens from various sections of the State have accepted membership on the organization's advisory committee and will assist the executive committee.



Forty-Pound Catch—Here is the record 40-pound channel bass caught by A. Coke Cecil of High Point, shown at right, and F. R. Stedman, second from left, at Ocracoke. Mrs. Cecil is shown seated, and their guide is at left.

Coke Cecil Experiences His Biggest Thrill at Fishing

A. Coke Cecil, High Point druggist, has done quite a bit of fishing during his extensive travels, but he declared here today that it remained for his home state of North Carolina to give him the thrill of a lifetime.

He and Mrs. Cecil have just returned from a visit to the island home of F. R. Stedman at Ocracoke on the Outer Banks. A few days ago the party went surf-casting with the nationally known guide Sommers Spencer. Location selected was the beach at Ocracoke Inlet, where the open ocean meets Pamlico Sound and within a few hundred feet of where the famous pirate Blackbeard was finally run down and killed early in 1700.

Cecil was telling one of the stories for which he is famous when he was interrupted by a tug on his line and he went into action in a hurry. In a few minutes it was amply apparent that this was no ordinary size of channel bass. It cut out through the surf in terrific bursts of speed and power, zipping 150 yards of line from the reel. Cecil fought up and down the beach with the pole bending nearly double for 25 minutes, and, deciding he had enough, gave the pole to Stedman, who was standing by. Finally Stedman got the fish near the seine, but a final run took it out again to deep water. Twenty minutes later Stedman, as tired as the fish, landed it on the beach—a forty-pound channel bass.

This was the first channel bass of the 1941 Ocracoke season caught on hook and line, and the largest first fish of the season within the memory of the oldest inhabitants. The fish actually weighed between 42 and 43 pounds when landed. Cecil had the fish iced and brought it back to High Point as concrete evidence of his story.—*High Point Enterprise.*

Hollingsworth and Guests Picnic at Fancy Gap

A picnic luncheon of the first order was enjoyed by North Carolina drugdom's most eligible bachelor, Mr. Joe Hollingsworth of Mount Airy, and nine guests at Fancy Gap, a lofty mountain located near the Virginia-Carolina line, on May 25.

Taking part in the day's activities were Mr. and Mrs. C. C. Fordham, Jr., and their two sons, Mr. and Mrs. Roger McDuffie and their son, Mrs. McDuffie's sister, Miss Carolyn Cox, all of Greensboro, and Mr. Hollingsworth.

Although it had been years since he had done any mountain climbing, Mr. McDuffie reports that he was climbing like a mountain goat before the day ended.

Scott Drug Company of Charlotte was inadvertently omitted from the list of contributors to the Sixty-second Annual Meeting of the N. C. P. A. as published in the June issue of the Carolina Journal of Pharmacy. We deeply regret this error occurred and want the many friends of Scott Drug Company to know they contributed a handsome fitted bag which was used as a major prize at the ladies' bridge luncheon.

The addition of Scott Drug Company to the list of contributors makes a grand total of 250 firms who co-operated with Mr. D. L. Boone, Jr., and his Committee on Prizes this year—a record of which Mr. Boone may well be proud.

Tom Hood of Dunn Elected District Governor

Thomas R. Hood, Dunn pharmacist and prominent leader of the Dunn Rotary Club, was unanimously elected Governor of the 188th Rotary District for 1941-42 at the annual district conference held in Pinehurst recently. He was placed in nomination by Doctor Robert M. Olive of the Fayetteville Club who described Mr. Hood as "the outstanding Rotarian of the 188th District in the giving of his services whenever called upon."

The newly elected Governor has been a member of the Dunn Rotary Club for nine years, holding a perfect attendance record for the past six years; served as club secretary-treasurer 1935-'36 and 1940-'41; club vice-president, 1938-'39; president, 1939-'40; member board of directors for four years and has served the local club in practically every capacity. He was a member of the conference committee 1939-'40-'41; publicity chairman and conference secretary, 1940-'41 and has attended every district meeting for the past six years.

Mr. Hood was born in 1904; graduated from the University of North Carolina School of Pharmacy in 1923 and from the Philadelphia College of Pharmacy and Science in 1924. He is co-owner of the Dunn Pharmacy and Hood's Drug Store; is a member of the North Carolina Pharmaceutical Association and was vice-president of the State Rexall Clubs in 1940.

The *Dunn Dispatch*, commenting on Mr. Hood's election, had this to say about Governor Tommy: "One of the principal objects of Rotary is community service and in serving the Dunn club he has served the community, well and faithfully, too. Now, as Governor of the 188th Rotary District, comprising 43 clubs throughout the State, the leader of Rotarians will be in a position to serve a greater area.

"And we know that the 188th District and the communities which it serves will benefit under the active, progressive leadership of a man who is popularly known far and wide as 'Tom Hood of Dunn.'

"His services have meant much to Dunn and now the whole district will benefit from them. It was a great day for the Rotarians when they elected Tom Hood."

Governor Hood and Mrs. Hood left for Colorado Springs on June 3 where they attended the assembly for Rotary officials on June 8 to 14 and then went to Denver, Colorado, for the International Rotary Convention on June 15 to 20. They will be gone for a month.

The Class of '41

The 146th Commencement of the University of North Carolina was held in Chapel Hill on June 8-10. Beginning with the Baccalaureate Sermon on Sunday morning and ending with the presentation of diplomas by Governor J. Melville Broughton on Tuesday evening, June 10, the program was crowded with events of interest to the alumni as well as the graduates.

The following received the degree of Bachelor of Science in Pharmacy: W. W. Allgood, Roxboro; Blanche Burrus, Canton; G. E. Clark, Pittsboro; J. A. Creech, Salemburg; S. McD. Edwards, Ayden; Claudia J. Eldridge, Carrboro; R. E. Foster, Jr., Leaksville; J. C. Fox, Jr., Randleman; E. R. Fuller, Louisburg; H. W. Greene, Roanoke Rapids; J. E. Hamlet, Hollister; G. G. Inman, Fairmont; D. A. Irvin, Wilkesboro; A. R. Johnson, Kerr; R. A. Kiser, Lincolnton; W. K. Lewis, Mount Olive; W. K. Minnick, Wyndale, Virginia; C. S. Oakley, Mebane; J. M. Pickard, Durham;

Latane W. Potter, Chapel Hill; G. E. Royall, Jr., Elkin; B. C. Sheffield, Jr., Warsaw; Jessie L. Smith, Robbinsville; Rose P. Stacy, Chapel Hill; H. P. Underwood, Jr., Fayetteville; J. C. Watkins, Emporia, Virginia; B. H. Whitford, Jr., Washington; and G. H. Windecker, Ridgefield Park, N. J.

Rose Pittman Stacy of Chapel Hill was awarded the F. W. Hancock prize in pharmacy while the Lehn and Fink Gold Medal in pharmacy was won by Ray Alexander Kiser of Lincolnton. The Buxton Williams Hunter medal for leadership and scholarship was awarded to Blanche Evelyn Burrus of Canton. The Hancock prize, a gold watch, is given annually by F. W. Hancock of Oxford to that member of the graduating class who has achieved the highest scholastic rating during his or her four years of study.

Dean's Honor List

The following is an alphabetical list of the students in the School of Pharmacy at the University of North Carolina whose grades for the spring quarter were sufficiently high to win a place on the dean's list of honors. Names in italics are those of sons or daughters whose fathers are pharmacists:

Allen, H. H., Cherryville
Barnes, W. C., Rutherfordton
Beavans, S. C., Enfield
Burrus, Miss Blanche E., Canton
Carswell, J. H., Winston-Salem
Clark, G. E., Pittsboro
Collier, Miss Halcyone B., Asheville
Dulin, S. N., Elizabeth City
Eldridge, Miss Josephine, Carrboro
Ham, R. G., Yanceyville
Herring, R. M., Clinton
Hood, Miss Mary Marsh, Kinston
Irwin, D. A., Sparta
Jowdy, A. W., New Bern
Kerr, B. D., Mooresville
King, A. H., East Durham
King, J. G., Chattanooga, Tenn.
Kiser, R. A., Lincolnton
Lockhart, B. O., Saltville, Va.
McCrimmon, D. G., Hemp
McGowan, D. F., Swan Quarter
Matthews, O. S., Roseboro
Mattocks, A. M., Greensboro
Pickard, J. F., Greensboro
Potter, Mrs. Latane W., Chapel Hill
Sessoms, S. M., Roseboro
Smith, Miss Jessie Lee, Robbinsville
Stacy, Miss Rose P., Chapel Hill
Tee, H. C., Harrington, Delaware
Trotter, P. L., Pilot Mountain
Underwood, H. P., Jr., Fayetteville

Lum and Abner Return to Air for Miles Lab



Lum and Abner, the famous Arkansas storekeepers who operate the "Jot 'em Down Store" down in Pine Ridge, long stars on both NBC and CBS, have just signed a contract to broadcast their popular program over the newly formed Keystone Broadcasting System, on behalf of the Miles Laboratories.

Several of North Carolina's small town stations, heretofore without network affiliation, have been selected as outlets for Keystone broadcasts of Lum and Abner. They are:

WGNC—Gastonia
WGBR—Goldsboro
WHKY—Hickory
WFTC—Kinston
WMFD—Wilmington
WGTM—Wilson

The addition of Lum and Abner to the long list of radio programs on the air for Alka-Seltzer and One-A-Day Brand Vitamin Tablets, should do much to boost the sales

of these two fast-moving products. Lum and Abner have been on the air for over ten years for several sponsors and have done a splendid job for each. Druggists in the towns covered by the broadcasts will do well to tie in counter and floor displays, and windows with this latest of Miles' advertising campaigns.

New Drug Stores to Open

I. O. Wilkerson, manager of Liggett's Drug Store of Greensboro for the past 7½ years, and Sam W. McFalls, prescriptionist for the same organization for the past year, will open a new store in Greensboro shortly. The store will be located in the same building formerly occupied by the Stratford-Weatherly Drug Store on the corner of North Elm and Gaston Streets.

The owners plan to install a 30-foot soda fountain and fluorescent lighting. The prescription department will be located on the mezzanine floor.

Remodeling is already under way on a building in Roxboro to house a new drug store to be managed by W. W. Allgood of that city who recently graduated from the School of Pharmacy, Chapel Hill. The prescription department will be under the supervision of Clement Byrd who, until recently, was connected with the Roxboro Drug Company.

J. O. Hendrix of Asheville has already completed plans for opening a drug store in Canton. He is being assisted by J. M. Russell, Jr.

Charlotte Druggists' Auxiliary Completes Successful Year

Mrs. R. E. Cornelius,
Corresponding Secretary

The final meeting of the Charlotte Druggists' Auxiliary for the current year was held in Ivey's Tea Room on May 20. The business session of the meeting was featured by the installation of new officers for the coming year.

Mrs. John K. Civil, Mrs. Leslie Barnhardt and Mrs. J. L. Siske gave such interesting reports of the State Convention that it made all of us determined to be on hand when the Association and its affiliated bodies meet next year.

In appreciation of the splendid work done by Mrs. T. N. Edwards, our former president, the Auxiliary presented her with a lovely gift.

Our meeting was saddened to hear of the serious illness of Mrs. Philip Van Every but we do hope by now that she is well on the road to recovery.

The Angel Museum

(T. W. Angel, Jr., of Franklin has been collecting historical relics of former days until today he has a veritable museum of old guns, arrow heads, spinning wheels, Indian pottery, and old documents. On several different occasions I have had the opportunity of closely examining these relics which are exhibited on the balcony of Angel's Drug Store and found them to be quite interesting. It was, therefore, with an intimate knowledge of the exhibit that I read the article reproduced below which is being published in the hope that you, too, will find it of interest.—Ed.)

"That coverlet," said Tommy Angel, "was on the loom when the Civil War started." He was showing the museum articles that line the walls of the balcony in his drug store, and was raising glimpses through the windows of the past that recalled old customs and events.

"My grandmother, Mrs. William Berry, and her sister lived on Rabbit Creek then and were working on the coverlet together, my mother says. The yarn was dyed with walnut dye."

The soft color and lovely intricate patterns were repeated with variations in other old coverlets that he showed.

My eyes wandered and he laughed when I said, "What under the sun is that?" He picked up a black iron tong-like object and opening it placed inside an old pewter spoon which fitted exactly. "It's an old spoon mold," he answered. "Folks in the old days had to make a lot of their own equipment you know. They made their own gun shot, too."

From a wall hung with old guns of all sizes and fashions he took a leather pouch and an old powder horn. From the pouch he extracted a bullet mold and a handful of large round shot. "Bullets had to be made to fit individual guns."

Cherokee Curios

He hung the horn and pouch back on the wall and showed a box full of shot. "That was plowed up," he said, "by Gilmer Jones on the old Hall farm, the one-time location of a Cherokee Indian village. They were probably left by General Rutherford's army when he made a raid and destroyed the village. Last year the North Carolina Historical Society placed an historical marker there you can see. Broken pieces of pottery,—like these—were also found on the field covering the old town site."

Cases of gems, minerals, Indian relics, pottery bits, quaint pipes, and rows and rows of arrow heads of all sizes range along the walls. One oddly shaped pipe with queer tubular copper beads was found together with a skeleton beyond the Cozad roller mill when the foundation was being dug for a house.

An odd spinning machine told of the inventiveness of one pioneer and stood together with spinning wheels and other weaving equipment. Nearby was a handmade toll measure used by a miller to take his portion of the grain he milled. It was a small wooden basket held together not by nails, but only a few tiny wooden pegs and cleverly arranged pieces of wood.

Records of Old Days

A ragged bullet-shot flag with thirteen stars told of long past struggles, and old documents told more tales of the past. One of the latter is a marriage license written in 1866 to Adam and Lettie Angel, free colored persons owned prior to emancipation of slavery by J. D. Watson of Knoxville, Miss., and S. Enloe of Jackson county, N. C., who had "acknowledge they were married according to the custom of the African race on September 12, 1824.

Another document yellowed with age was a receipt issued in 1833 to Thomas Angel by James Angel who had received as part of an estate, "one negro boy called Adam, valued at $405.''—*The Franklin Press* and *The Highlands Maconian.*

In a little western village lived one Bill Bender, a notorious deadbeat. One day he made the mistake of showing some money in front of one of his creditors and, after considerable argument, paid what he owed. Then he demanded a receipt and this is what his creditor gave him:

"To Whom It May Concern, Greeting— All men know by these presents, habeas corpus and nux vomica, that Bill Bender don't owe this firm nothing and ain't going to.—John Jones.

Elixir of Thiamine Hydrochloride and Its Stability in Combinations

Henry M. Burlage*†

Thiamine, or Vitamin B_1, one of the members of the Vitamin B complex, has the following allowable claims (1) generally conceded to be for therapeutic value:

(a) it is of value in correcting and preventing beriberi;

(b) it is effective in correcting and preventing lack of appetite (anorexia) of dietary origin in certain cases;

(c) it is of value in securing optimal growth in infants and children;

(d) it may be used where there is evidence of conditions interfering with proper assimilation of the vitamin alone;

(e) there is some evidence of its value in the treatment of certain types of neuritis;

(f) there is evidence of an increased requirement when there is a greatly augmented metabolism as in febrile conditions, hyperthyroidism or vigorous muscular activity.

Because of these claims, thiamine is being prescribed by the physician in various forms. One of these is the elixir and especially in the case of neuritis, in combination with sodium bromide or phenobarbital. The latter combinations were the basis of these stability studies.

Since the elixir is being prescribed in large quantities at considerable cost to the patient, it might be profitable for the pharmacist to prepare such an elixir at a considerable saving to the patient. With this aim, the National Formulary Committee

* Professor of Pharmacy, University of North Carolina School of Pharmacy.

† The writer wishes to acknowledge the assistance of Messrs. G. F. Johnson and K. L. Minnick of the School of Pharmacy in carrying on a portion of this study.

(2) has adopted the following formula for the 7th edition:

Thiamine hydrochloride	0.100 g.
Distilled water	10.00 cc.
Syrup	250.00 cc.
Sherry wine, detannated q.s. to make	1000.00 cc.

Dissolve the thiamine hydrochloride in the water, add the syrup and then the wine to make 1000 cc. The pH of the product should be adjusted to 4.0. The dose is 4 cc. or 1 fluid dram. This preparation contains 3 mg. or 1000 International Units per fluid ounce.

The New Jersey Formulary (3) recommends a similar product:

Thiamine hydrochloride	0.050 g.
Syrup	125.00 cc.
Sherry wine	500.00 cc.

The Maryland Pharmaceutical Association suggests the following formulas:

Thiamine hydrochloride	*mg.	*mg.
Distilled water	1.00 cc.	1.00 cc.
Syrup		30.00 cc.
Sherry wine, q.s.	240.00 cc.	240.00 cc.

The sherry wine may be replaced by other domestic wines to please the patient, by isoalcoholic elixir, or by glycerinated elixir or gentian.

Greengard (4) has recently presented a review on the pharmacy of thiamine with the following observations:

(1) Elixirs of this compound precipitate as *thiochrome* upon standing at room temperature for several months. Therefore, while this elixir need not be made extemporaneously, it should be made only in such quantities so that it may be all dispensed and consumed within sixty days after the date of preparation.

(2) Little thiochrome is formed at pH 2 but very rapidly as pH approaches 7. For this reason the National Formulary Committee is recommending that the pH of the product be adjusted to 4.

(3) Because of its palatibility and since its pH is about 4, the N.F. Committee uses sherry wine, which may contain appreciable amounts of tannins which will precipitate the vitamin. To avoid this the wine may be detannated by the use of freshly prepared casein or completely defatted and dealbuminized milk.

(4) The vitamin in aqueous or weakly alcoholic solutions may mold on standing and this may be prevented by the addition of 0.1% benzoic acid.

(5) The simultaneous administration of kaolin or charcoal should be avoided since the vitamin is absorbed.

(6) Thiamine hydrochloride reacts readily to most alkaloidal precipitants and hydroxides with the exception of bromides. It is further incompatible with mercuric chloride, the iodides, carbonates and bicarbonates, and acetates as white precipitates; with ferrous sulfate as a yellow crystalline substance; with *tannic acid* and iron and ammonium citrate as brown precipitates; with iodine as a red-brown mass; with sodium phosphate and borate, and Fowler's solution to produce slight white precipitates; phenobarbital sodium yields a white crystalline sediment.

This investigation was called to our attention because of a trend on the part of physicians to administer a bromide such as sodium bromide, U.S.P. or phenobarbital, U.S.P. or its soluble sodium derivative with the elixir.

Preliminary experiments early indicated the inadvisability of prescribing sodium phenobarbital in the elixir because of the radical change in pH toward the alkaline side with subsequent precipitation as mentioned by Greengard. It was also found that at least two different brands of sherry wine possessed surprisingly small amounts of tannin and might be used directly in preparing the elixir.

Preparation of Samples

Sample A.

This was a control sample of detannated sherry wine (labelled 20% by volume of alcohol). It was detannated with casein freshly prepared as follows: skimmed milk was heated to 46°C, coagulated with hydrochloric acid and thoroughly agitated. The casein was removed from the liquid, washed thoroughly and dried. The fats were then removed from the casein with petroleum ether and dried.

* This amount is adjusted as directed by the physician.

Sample B.

The N.F. elixir without the vitamin, sodium bromide or barbiturate.

Sample C.

The elixir prepared by the proposed N.F. formula.

Sample D.

The product without vitamin but with 1 dram of sodium bromide per fluid ounce.

Sample E.

As in D, but with 1½ dram of sodium bromide per fluid ounce.

Sample F.

The proposed elixir with sodium bromide (1 dram per fluid ounce).

Sample G.

The proposed N.F. elixir with 1½ dram of sodium bromide per fluid ounce.

Sample H.

An aqueous solution of sodium bromide (1 dram per fluid ounce).

Sample I.

An aqueous solution containing 1½ dram of sodium bromide per fluid ounce.

Sample J.

The proposed elixir with phenobarbital (24 gr. per fluid ounce or 3 gr. per fluid dram). In order to dissolve this amount of the hypnotic it was necessary to add 25 cc. of 95% alcohol and then make up to 240 cc.

Sample K.

The proposed elixir containing, in addition, sodium phenobarbital, 24 gr. per fluid ounce of the finished product. Alcohol was added until the final percentage of the elixir was about 27%.

As reported by Greengard, thiamine may readily be decomposed into thiochrome at various certain hydrogen-ion concentrations. A series of these determinations were made at intervals covering about two months on each sample, to ascertain the stability of the elixir itself and in the combinations mentioned above. These determinations were made with the *Coleman Electrometer* using a glass electrode. Also, any other changes such as precipitations were watched for.

The following table records the results of these observations.

TABLE I

Date of Preparation and Observation	*Total Days*	*Sample A pH*	*Sample B pH*	*Sample C pH*	*Sample D pH*
2-17-41	0	3.99 clear	3.93 slight	3.93 slightly	3.61 slight
2-24-41	7	3.95 clear	3.88 sedi-	3.89 more	3.55 sedi-
3-10-41	21	3.96 clear	3.92 ment	3.90 sediment	3.56 ment
3-25-41	36	3.95 clear	3.88	3.90 than in	3.54 about as
4-25-41	67	3.93 clear	3.82	3.85 (B)	3.50 in (B)

		Sample E	*Sample F*	*Sample G*	*Sample H*	*Sample I*
2-21-41	0	3.42 slight	3.55 slight-	3.55 sedi-	5.84 no ppt.	6.01 as
2-27-41	6	3.42 sedi-	3.51 ly more	3.57 ment	5.95 but	7.35 in
3-10-41	17	3.46 ment	3.58 than	3.55 about	6.35 threads	7.65 (H)
3-25-41	32	3.42 as in	3.51 in (B)	3.52 as in	5.85 of	6.81
4-25-41	63	3.40 (B) & (D)	3.51	3.50 (F)	5.75 growth	6.70

		Sample J		*Sample K*
2-24-41	0	4.00 crystal-	2-27-41	0 6.25 pptn.
3-25-41	29	4.17 lizes in	3-25-41	26 6.24 no
4-25-41		4.11 spite of	4-25-41	57 5.95 crystn.
	60	alc. addn.		

(Continued on Page 138)

F. L. Smith Heads Winston-Salem Drug Club

At a recent monthly meeting of the Winston-Salem Drug Club in that city Fitz Lee Smith was elected president for the coming year. Officers elected to serve with Mr. Smith are: Frank Lunn, Vice-President; John H. Causey, Secretary-Treasurer; and H. M. Cooke, Jr., Assistant Secretary.

Following the business session representatives of the Southern Bell Telephone Company presented a picture, "How to Sell Over the Telephone."

The organization meets the last Friday of each month and extends a cordial invitation to pharmacists and drug salesmen to visit them whenever possible.

Fair Trade Information

Lehn & Fink Products Corporation—Extension of temporary period of PEBECO CONVINCER SPECIAL to July 31, 1941.

Pursuant to Lehn & Fink Fair Trade Contract the stipulated price of the PEBECO CONVINCER SPECIAL is to continue at 39c until July 31, 1941.

This combination is to be substituted for individual 50c size tubes of Pebeco Tooth Paste, not to be sold in competition with it. Return unsold stocks of the combination after July 31, 1941, for credit or exchange. Minimum price after July 31, 1941, of combinations not returned is 49c. The minimum price of individual 50c size tubes, if sold, continues to be 39c.

Colgate-Palmolive-Peet Company — Effective immediately Palmolive Shaving Stick is a discontinued item.

Pro-phy-lac-tic Brush Company—amends Fair Trade Act Agreement to include the following changes:

	Former Min.	Present Min.
No. 158 Jewelite Hair Brush	$1.47	$1.50
No. 153 Jewelite Complexion Brush	1.47	1.50
No. 152 Jewelite Hand Brush	1.47	1.50
No. 78 Jewelite Nail Brush	.69	.75

The above amendment became effective June 1, 1941.

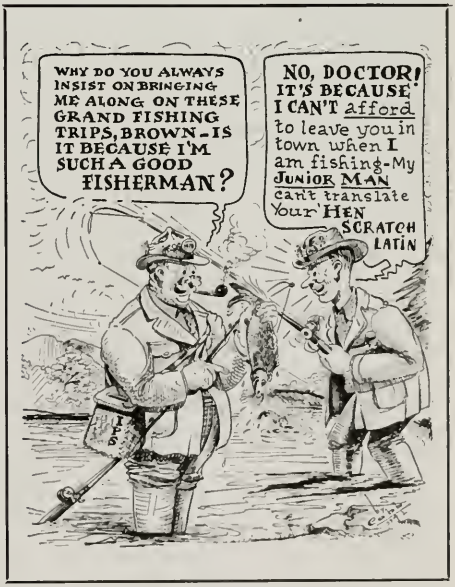
Sees After Seventeen Years

Through the efforts of the Roanoke Rapids Lions Club of which Pharmacist Octavus Griffin is president, Miss Rachel Britton of that city is able to see after seventeen years of darkness.

The Lions Club, whose major objective is blind prevention work, took up Miss Britton's case in February, 1940, sending her to Richmond to specialists there for treatments and operations. Soon after the work was started, Octavus Griffin became chairman of the Blind Prevention Committee and arranged for the club to purchase the girl a pair of glasses. Since that time her vision has improved rapidly.

Miss Britton and her father attended a recent meeting of the club in order to meet the members who had made it possible for her to receive her sight.

I. P. SCRIBE, M.D.—J. L. Cobb, Ph.G.



Two negroes attended a political meeting where a candidate was making a speech. In a few minutes one said, "Mose, who is dat man?"

"I don't know," Mose answered, "but he sho' do recommen hisself."



RIMMER'S DRUG STORE OF SANFORD

Shown above is the interior of Rimmer's Drug Store, Sanford, which was recently opened in that city by pharmacist E. F. Rimmer. The store is located in the building formerly occupied by the Thomas Drug Store and has new fixtures and a fresh stock of drugs throughout.

Mr. Rimmer, long identified with the drug business in Charlotte and as a traveling representative of the American Druggists' Fire Insurance Company, will be assisted in the operation of the business by Mrs. Rimmer who holds a pharmacist license in this State.

CLASSIFIED ADS

As a service to N. C. P. A. members, we offer a FREE classified ad service. You may want to buy a store or sell some equipment; to advertise for a position or sell some excess stock. Members of the N. C. P. A. are invited to take advantage of this free service offered by the Carolina Journal of Pharmacy. Ads with blind addresses will be accepted. Maximum number of words permitted under this free service is twenty-five. Commercial classified ads will be carried at the rate of ten cents per word with a minimum of twenty words. Remittance must accompany your order.

For Sale: Used drug store fixtures including National Cash Register, tables, chairs, one ceiling fan, etc. Write E. V. Woodard of Woodard and Creech Drug Company, Selma, N. C.

Drug Store for Sale: Splendid opportunity in western part of State for alert pharmacist. Address WJS, Carolina Journal of Pharmacy, Drawer 151, Chapel Hill, N. C.

Wanted: Registered pharmacist desires relief work for the month of July; references supplied on request. Write: WLM, Drawer 151, Chapel Hill, N. C.

For Sale: Modern drug store in progressive town, doing an average daily business of $75.00; good prescription business (average of 25 prescriptions daily); stock inventory $6,000; rent $85 per month. Terms, if necessary. Write: Letter No. 12, care of Carolina Journal of Pharmacy, Drawer 151, Chapel Hill, N. C.

Wanted: Young, alert, progressive pharmacist for small town drug store. For further information address WJS, care of Carolina Journal of Pharmacy, Chapel Hill, N. C.

Opportunity: Pharmacist to act as manager of established drug store in eastern North Carolina. Offer: A salary to match the average paid in small towns of this State. After a short time, when said pharmacist has learned the trade; and when, and if, the trade has accepted his services, a working agreement whereby he will share in any future profits and in due time become a partner without any investment directly required of him.

Suggestion: The position seems to require a man of broad experience in pharmacy, who has worked in small town stores and who can hold country trade as well as mix with various social cliques. Age preferred, 35 to 40 years, married and without a family. No alcoholic or drug addict, even partially so, will be considered. The owner is not interested in a man who has had trouble holding a position but wants a man who now holds a position, can get one at any time, but who has not, as yet, been offered an opportunity to settle down for good where he could take complete charge of a small store.

Reason for Offer: Owner has other interests which require his being away from the store part of the time.

If interested, write Opportunity, care of Carolina Journal of Pharmacy, Drawer 151, Chapel Hill, N. C.

Wanted: Position as front clerk in North Carolina drug store by capable clerk. Age 35 years, married, now employed in Florida drug store. 15 years drug store experience; references to interested parties. Write JWC, care of Carolina Journal of Pharmacy, Chapel Hill, N. C.

Wanted: Registered pharmacist for full-time employment. State experience and references from previous employers. Address: Pharmacist, care of Carolina Journal of Pharmacy, Drawer 151, Chapel Hill, N. C.

NEWS NOTES

B. R. Phifer of Monroe has accepted a position with the Holmes Drug Store in Statesville. His former position as pharmacist with the Secrest Drug Company has been filled by **C. A. Sanders.**

W. J. Smith spoke to a joint session of The Old North State Medical, Dental and Pharmaceutical Society in Rocky Mount on June 12. The Society has a membership of approximately 200 physicians, pharmacists and dentists; all of whom take an active part in the affairs of the organization. The members proudly credit the organization with being "The Oldest Negro Medical Society in the World."

M. C. Savage, formerly with Saunder's Drug Store, Rocky Mount, has accepted a position as manager of Taylors Drug Store, Roanoke Rapids.

Mr. and Mrs. C. L. Eubanks of Chapel Hill recently spent an enjoyable vacation in Virginia and Washington, D. C. While in Washington they visited the Institute of Pharmacy building and on the return trip stopped in Fredericksburg, Virginia, to inspect the Hugh Mercer Apothecary Shop which was recently turned over to the American Pharmaceutical Association.

The June 5 issue of the *N. A. R. D. Journal* carried a very attractive photograph of **Representative Carl T. Durham** of Chapel Hill and had this to say about his work in Washington: "Tall, quiet of bearing, devoted to his curve-stemmed pipe, Carl Durham has already established his reputation in Congress as a hard working and conscientious legislator. The National Association of Retail Druggists bespeaks for him a long and successful career in the Congress of the United States."

P. J. Suttlemyre of Hickory reports that the N. A. R. D. meeting this year will be held in Cleveland at the same time as the Catawba County Fair and suggests that you divide your time between these two national events. See the sights, combine business with pleasure and live to be much older is Mr. Suttlemyre's advice.

Recent changes in the drug trade: **James Kerr** from Pollard's Drug Store, Burnesville, to Spindale Drug Company, Spindale; **Ralph A. Hales** of Spring Hope to Hall's Carolina Beach Drug Store, Carolina Beach; **Charles G. Lasley** of Holmes Drug Store, Statesville, to Brevard Drug Company, Brevard; **L. W. Jenkins** of Dees Drug Store, Burgaw, to Tabor City; and **A. L. Moore** from Hickory to The Main Drug Company, Salisbury.

Recently elected to the post as president of the Ramseur Lions Club was **C. R. Whitehead,** popular Randolph County druggist.

Oscar W. Smith of Pilot Mountain follows up each prescription he fills by mailing a postal card to the patient several days later. The card carries a good will message from Mr. Smith that helps to promote his prescription department.

The front of the Thomas and Oakley Drug Store of Roxboro is being completely remodeled.

A business bureau to promote the interests of Scotland Neck's trade was recently formed by the citizens of that town. **Norfleet O. McDowell** was elected chairman of the organization.

A recent news item from a Belmont paper has this to say about **Roy Eller's** golfing ability: "Of Belmont's innumerable golfers taking to the links these days, Roy Eller, proprietor of the Catawba Pharmacy, goes to the head of the class. He is the first to make a coveted 'hole in one.' Roy, playing for the second time in years, swatted one from the ninth tee of the Municipal golf course in Gastonia, last Tuesday, that dropped squarely in the cup 137 yards distant."

Bailey's Prescription Shop, advertised as "Charlotte's Only Exclusive Prescription Drug Shop," was recently opened in that city by **Lee A. Bailey** who has been identified with the drug trade in the Queen City for years. Commenting on the newly established business Mr. Bailey stated: "I hope that a store of this type will be just the kind of professional shop that the public and physicians want."

L. A. Taylor of Conway has returned to work after recovering from a slight operation which necessitated hospitalization.

J. E. Corpening, after a few months in Gainesville, Florida, is once more behind the prescription counter at Biltmore Drug Store, Biltmore.

Johnson's Drug Store, Asheville, has been remodeled and fluorescent lighting installed. Salley's, in the same city, has a new front.

J. W. (Ham) Harrison of Salley's Drug Store, Asheville, who operates Amateur Radio Station W4FSE, is busy with plans for a "Hamfest" at the George Vanderbilt Hotel on July 5 and 6. Four or five hundred "hams" from the two Virginias and the two Carolinas will gather for their annual Division Convention. The amateur's part in defense and their duties in the military services will be the main theme of the Convention.

Earl Williams, who has been connected with the staff of Kennedy's Drug Store, Gastonia, for several years, has enlisted in the United States Army for a three-year period and left recently for McCord Field at Lakeview, Wash.

Thomas Holland, of Mount Holly, pharmacy student, has joined the staff of Kennedy's Drug Store, Gastonia, for the summer.

The "House of a Thousand Headaches" is what **J. W. Hope,** Hillsville (Va.) druggist, calls a beautiful little structure that he built out of bottles. More than 10,000 bottles of varying sizes and colors are contained in the walls of the "Bottle House" which is 16 feet by 20 feet in size. Mr. Hope spent more than two years collecting the bottles for the walls which range from 12 ounces to one gallon.

Two boys spent three months washing the bottles before the building was started, using 105,000 gallons of water in the process. They were washed in Mr. Hope's private swimming pool, which he refilled three times with 35,000 gallons to the filling. It took the same two boys four months longer to build the walls of the "Bottle House," laying the bottles carefully in concrete.

The house, which stands just on the main highway leading through Hillsville, is open without charge to everyone.

The drug trade of Macon County received considerable publicity in the recently issued "Ten Years of Progress" edition of *The Franklin Press* and *The Highlands Maconian.* The paper carries a photograph of **James E. Perry** who, in addition to his duties as owner and manager of Perry's Drug Store, serves as Chairman of the Macon County Welfare Board.

T. C. Yearwood, manager of the Walgreen Drug Store, Charlotte, announced recently that **Lester H. Stowe** has joined the organization's staff of registered pharmacists. **William R. May,** who has been with Walgreen for the past year, was promoted to the position as assistant manager at the same time.

Jesse M. Pike has returned to this State after receiving a M.S. degree in pharmacy from the Western Reserve University on Wednesday, June 11. Mr. Pike graduated from the University of North Carolina School of Pharmacy in 1940 and entered Western Reserve last fall. At the present time he is associated with the Pearl Drug Company of Concord.

Mrs. Thomas Crutchfield of Greensboro, who has been seriously ill, has returned to her home after spending several weeks in one of the local hospitals. Her condition is much improved we are glad to report.

J. A. Weatherford of Peabody Drug Company and his family recently spent an enjoyable vacation in Florida in and around Miami.

Joe W. Pike, Jr., of Concord is now stationed at the United States Naval Air Station at Pensacola, Florida. He is an instructor in navigation and seamanship.

A. M. Mattocks of Greensboro has sold the Five Points Pharmacy of that city to **W. B. Barker** and has accepted a position with the McLarty Drug Company of High Point. Mr. Barker, who was associated with the C. C. Fordham Drug Store of Greensboro for years, recently returned to this State from Florida where he has lived for the past ten years.

Hancock Adds 34 Names to Roll of Registered Pharmacists

Thirty-four candidates taking the State Board of Pharmacy examinations in Chapel Hill, June 17-18, successfully passed and have been granted their licenses.

The following graduates of the State University School of Pharmacy passed: W. W. Allgood, Roxboro; Blanche Burrus, Canton; J. A. Creech, Salemburg; S. M. Edwards, Ayden; R. E. Foster, Jr., Leaksville; J. C. Fox, Jr., Randleman; Phil Gaddy, Marshville; H. W. Greene, Roanoke Rapids; D. A. Irvin, Wilkesboro; A. R. Johnson, Kerr; R. A. Kiser, Lincolnton; W. K. Lewis, Mount Olive; C. S. Oakley, Mebane; J. M. Pickard, Durham; G. E. Royall, Elkin; B. C. Sheffield, Jr., Warsaw; H. P. Underwood, Jr., Fayetteville; J. C. Watkins, Emporia, Va.; B. H. Whitford, Washington; G. H. Windecker, Ridgeway, N. J.; E. G. Campbell, Lucama; A. N. Costner, Lincolnton; McDonald Davis, Jr., Clinton; Helen Duguid, Bryson City; G. F. Johnson, Chapel Hill; H. L. Kelly, Durham; G. B. Kornegay, Mount Olive; and M. H. Williams, Asheboro.

Valentin Cortez Hamlin, of Raleigh, a graduate of the Philadelphia College of Pharmacy and Science, passed the examination.

The following assistant pharmacists successfully withstood the two-day test and received their full licenses: H. L. Bishop, West Asheville; R. M. Brame, Jr., North Wilkesboro; J. C. McGee, Asheville; L. R. Sparks, Jr., Durham; and E. D. Milloway, Burlington.

The candidates were examined in pharmacy and dispensing by M. B. Melvin, of Raleigh, in chemistry and pharmaceutical math by Roger McDuffie, of Greensboro, and in materia medica by J. G. Ballew, of Lenoir. E. V. Zoeller, president of the Board, assisted the examiners in their work.

A. N. Costner, of Lincolnton, with an average grade of 91, topped all the candidates taking the examinations. G. F. Johnson, of Chapel Hill, made the best record on the practical examination with a grade of 99.

Missing from the Board examinations for the first time in 39 years was Secretary-Treasurer F. W. Hancock who has been confined to his home in Oxford for the past three weeks. Immediately following the Durham Convention Secretary Hancock was stricken with a throat infection which so weakened him that his physician thought it wise that he not attend the Board session this time.

We are glad to report, as we go to press, that Mr. Hancock has returned to his office and is actively handling his work once again.

ELIXIR THIAMINE CL

(Continued from Page 132)

From the results in this table it seems safe to assume that the addition of sodium bromide to the elixir does not cause any change in the vitamin since the slight changes in pH are toward the acid side rather than the alkaline side, which tends to promote decomposition of the thiamine into thiocrome.

Apparently, the prescribing of phenobarbital in this elixir does not constitute rational therapy since the pH of the elixir is increased with a separation of the hypnotic as well as a possible decomposition of the vitamin.

The question arises concerning the practicability of preparing this elixir by the pharmacist in competition with trade products now flooding the market at a profit as well as a saving to the patient. An examination of Table II shows some interesting figures.

Table II shows variation in unit strengths of the elixirs on the market with corresponding variations in prices. The prices listed were obtained from the Red Book and Blue Book and as a result are subject to market fluctuations.

The proposed N.F. elixir contains 1000 units per fluid ounce and can be made at an estimated cost of $3.06 per gallon for ingredients. This is calculated for thiamine hydrochloride purchased only in one gram lots at $4.25. This price has been considerably reduced in recent months. The sherry wine was estimated at a retail price of $1.80 per gallon.

On the basis of these figures it can readily be seen that this elixir may be easily made and dispensed at a profit and at a price considerably lower than if a trade product was dispensed and should be called to the attention of the physician.

Conclusion

1. Sodium bromide in combination with the proposed elixir apparently has no ill effect on its stability.

2. Combinations with phenobarbital and its soluble form are not stable because of tendency for the hypnotic to crystallize or cause precipitates with a possible decomposition of the vitamin because of pH changes.

3. Elixir of thiamine hydrochloride may be easily prepared at a profit by the pharmacist and at a saving to the patient when considered with those sold on the market.

References

(1) New and Nonofficial Remedies. Am. Medical Association, Chicago, 1940 ed. pp. 515-16.

(2) Bull. Natl. Formulary Comm. 8, 257 (1940).

(3) New Jersey Formulary. Supplement to the 3rd ed.

(4) Greengard, Louis, J. Am. Pharm. Assoc. Practical Pharm. Ed. 1, 230 (1940); see also "The Story of Vitamin B_1," Merck and Co., Rahway, N. J.

TABLE II

A COMPARISON OF COSTS OF VARIOUS TRADE PRODUCTS OF ELIXIR OF THIAMINE HYDROCHLORIDE

Trade Product Number	*Units per Fluid Ounce*	*Times N.F. Strength*	*Price Quoted per Pint*	*Price Quoted per Gallon*
I	2000	2.00	$1.92	----------
II	3333	3.33	2.75	----------
III	1500	1.50	1.10	$ 8.00
IV	1664	1.66	1.38†	11.00
V	2220	2.22	1.92	13.44
VI*	1667	1.66	1.82	13.13
VII	2400	2.40	1.98†	15.80
VIII	500	0.50	2.20	10.59
IX	2200	2.20	2.25	15.80
X	800	0.80	1.20	7.50
N.F. Proposed Elixir	1000	1.00	0.385	3.06
N.F. Proposed Elixir	2000	2.00	0.586	4.69
N.F. Proposed Elixir	3333	3.33	0.858	6.86

* Calculated from price of one quart.
† Calculated from the price per gallon.

Deaths

Earle Driggers, age 40, committed suicide by shooting himself at his home in Winston-Salem on Friday, May 17. Ill health and overwork were said to have caused Mr. Driggers to take his life.

Mr. Driggers was born December 20, 1900, and had lived in Winston-Salem the greater part of his life. For several years he operated a drug store in Pilot Mountain but returned to Winston-Salem five years ago to open Driggers Drug Store on the corner of Patterson Avenue and Northwest Boulevard which he was operating at the time of his death.

He was a Life Member of the N. C. P. A., the Knights of Pythias, the D. O. K. K., the Masonic Order and the George W. Lee Memorial Presbyterian Church.

Survivors include the widow, the former Miss Viola Blackwell; two daughters, Viola and Earleen, both of Winston-Salem; a stepmother, Mrs. Molly Driggers; two half-sisters, Miss Mildred Driggers and Mrs. Gene Stubbs, both of Clio, S. C.

William Riley Hambrick, age 82, prominent Roxboro pharmacist for fifty years,

died in a Hickory hospital on June 15 where he had been taken to be under the care of his son, Doctor Robert T. Hambrick.

Mr. Hambrick, who six years ago retired from the drug firm of Hambrick, Austin and Thomas, of which he was senior partner and founder, had been in declining health for the past several months, but his condition did not become serious until about ten days ago. Immediate cause of death was a heart attack.

Mr. Hambrick was born October 20, 1858, at Leasburg where he was for 10 years a druggist before he moved his business to Roxboro about 1891. *Drug Topics*, commenting on his retirement six years ago, said: "Mr. Hambrick has built up a clientele that has beaten a path to his door through three and sometimes four generations."

He was a member of the Edgar Long Memorial Methodist Church of Roxboro and was for many years an active member of the board of stewards. His wife, the former Miss Mary Hester, died 21 years ago. Surviving children are Doctor R. T. Hambrick of Hickory, J. J. Hambrick of Roxboro and Mrs. J. H. Bass of Lewisburg, Va.

Marriages

Mr. and Mrs. Edgar W. Dunham of Durham announce the marriage of their daughter, Elinor Trexler, to **Mr. D. L. Boone, Jr.**, on June 25 at the Duke University Chapel, Durham. The bridegroom is the son of Pharmacist **D. L. Boone, Sr.**, prominent Durham druggist, and has been associated with the Peabody Drug Company for several years.

Following a wedding trip the young couple will make their home in Durham.

Mr. Edwin Rudolph Fuller, a member of the 1941 graduating class of the State University School of Pharmacy, and Miss Elaine Beulah Weldon, were married on Sunday, June 29, in the New Bethel Baptist Church, Henderson.

After a honeymoon trip through western North Carolina the couple will make their home in this State where Mr. Fuller expects to accept a position in a drug store.

POWERS-TAYLOR DRUG COMPANY

Richmond, Va.

Wholesale Druggists

Importers & Jobbers

Druggists' Sundries & Fancy Goods

We solicit your orders
Our experience of over 70 years
insures our ability to serve you
satisfactorily

Newest Member of Black-Draught Family Has Winning Ways!

Granulated Black-Draught, after only a year on the general market, is causing more people than ever to decide that Black-Draught is their favorite laxative.

Easy to take and pleasing as it is, *Granulated* contains the same aromatic herbs as the long-popular Black-Draught *powder*—comes in the same familiar yellow box—sells for the same low price—bears the same name and fame.

For samples of *Granulated* Black-Draught, write to

The Chattanooga Medicine Co.
Chattanooga - - - - Tennessee

POWERS-TAYLOR DRUG COMPANY

Richmond, Va.

Wholesale Druggists

Importers & Jobbers

Druggists' Sundries & Fancy Goods

We solicit your orders
Our experience of over 70 years insures our ability to serve you satisfactorily

Newest Member of Black-Draught Family Has Winning Ways!

Granulated Black-Draught, after only a year on the general market, is causing more people than ever to decide that Black-Draught is their favorite laxative.

Easy to take and pleasing as it is, *Granulated* contains the same aromatic herbs as the long-popular Black-Draught *powder*—comes in the same familiar yellow box—sells for the same low price—bears the same name and fame.

For samples of *Granulated* Black-Draught, write to

The Chattanooga Medicine Co.
Chattanooga - - - - Tennessee

A Good Buy

must have superior value at a saving in the usual cost . . .
That is exactly what this Company offers

IN FIRE INSURANCE

The value of **Capital Stock** protection at a worthwhile saving in premiums costs

FOR RETAIL DRUGGISTS

The only **Capital Stock** Fire Insurance Company serving retail druggists only.

The American Druggists' Fire Insurance Co.
American Building Cincinnati, Ohio

Some of Our State Agents

E. F. RIMMER
Box 377
Sanford, N. C.

A. A. COLEMAN
Greenwood, S. C.

Do you expect to be in business in December 1941?

Do you expect to handle any holiday goods this Christmas?

If the answer to the questions above is yes, then plan to buy your holiday orders now.

Prices on many items will be higher later and deliveries cannot be guaranteed.

Come to see us and place your orders as soon as possible, or place your order with our salesmen now.

We have a full line of holiday goods on display.

OWENS & MINOR DRUG CO., INC.
Richmond, Virginia



Write or Call
C. H. SMITH
Phone 3-5208 Charlotte, N. C. Box 1001

Prescription Balances Repaired

Accurately
Speedily Economically

Our convenient Southern location and competent shop technicians eliminate useless waiting and decrease repair costs.

PHIPPS & BIRD, Inc.
915C E. Cary Street Richmond, Va.

A. Coke Cecil, Ph. C., Rg. Ph.

CECIL'S DRUG STORE
High Point, N. C.

Druggist - Traveler - Ventriloquist
Magician - Hypnotist - Prestidigitator

Entertainer De Luxe

Entertainment for: Schools, Churches, Clubs, Banquets and Lodges

Write, Wire or Phone for Open Date

The Carolina Journal of Pharmacy

PUBLISHED MONTHLY BY THE

NORTH CAROLINA PHARMACEUTICAL ASSOCIATION

AT CHAPEL HILL, N. C.

W. J. SMITH, MANAGING EDITOR

Entered as second-class matter July 5, 1922, at the post office at Chapel Hill, North Carolina under the Act of March 3, 1879

Annual Subscription, $1.00 — Single Numbers, 15 Cents

Vol. XXII — AUGUST, 1941 — No. 8

Restricted Drugs

Following publication of the article, *Warning—Sale of Drugs*, in the July issue of this publication, a deluge of anticipated letters descended upon Attorney Bowman requesting further information. Although similar information to Attorney Bowman's article has been appearing in trade journals ever since the enactment of the Federal Food, Drug and Cosmetic Act, this, apparently, was the first time the legislation commanded much interest from the readers of the JOURNAL.

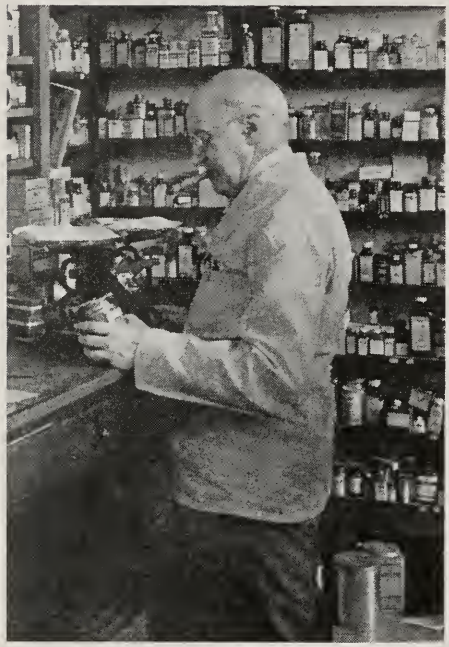
For some time the writer has followed food and drug regulations as issued from Washington with the intention of passing such information along to the pharmacists of this State. However, he has refrained from doing so in the belief that, since many of the provisions of the Act are yet to be clarified, it would be best to wait.

In this State there is apparently a great deal of confusion in the minds of many pharmacists as to whether they are bound by the provisions of the law in respect to the sale of barbiturates. The State Act permits the sale of twelve therapeutic doses of any barbiturate with the sole exception of Barbituric Acid which, for all practical purposes, may be disregarded. On the other hand, Federal regulations classify barbiturates as "dangerous drugs" and, as such, should be sold only on prescription.

The Federal authorities believe they have the power under the Act to control the distribution of foods, drugs and cosmetics until they reach the ultimate consumer. If their contention is correct, then the Food and Drug Administration has control over the bulk of merchandise now being sold in the drug stores of this and every other state. In the opinion of some legal authorities the Federal law ceases to apply when a product has come to rest in a state; that the Food and Drug Administration in Washington does not have the power to limit any drug to a physician's prescription. Obviously, then, this question of jurisdiction must be settled by the courts before complete compliance with the Act will become a reality. Until the courts do decide this question, the Drug Administration will assume they do have ultimate control over a drug and will act accordingly.

The writer has good reason to believe Federal inspectors are currently checking the drug stores of this State to ascertain to what extent, if any, the so-called "dangerous drugs" are being sold over the counter. Apparently, then, the question of whether the government has power to regulate the sale of drugs until they reach the ultimate consumer, will be settled by the courts in this State within the immediate future.

For the present it is my personal and considered opinion that the wise thing to do is to comply with the Federal regulations of the Food, Drug and Cosmetic Act. Since there is the ever-present possibility of customer liability suits from the sale of any of the drugs classified as dangerous, it is highly recommended that you guard against selling such drugs across the counter. W. J. Smith.



W. H. BLAUVELT

William Henry Blauvelt

Shown filling one of the more than 10,000 prescriptions filled since the first of the year is pharmacist William Henry Blauvelt of Adams-Blauvelt, Inc., of Asheville.

The store, established in 1929 by Mr. Blauvelt and Mr. Adams, enjoys an enviable reputation among the physicians and citizens of Asheville and surrounding towns. Since the store was established 12 years ago, 121,000 prescriptions have been filled which, in itself, speaks for the progressiveness of the owners.

Mr. Blauvelt was born in New York on December 14, 1871. He obtained his training under "one of the best of the old time pharmacists; one who took a personal interest in you and was able to impress his ideals on pupils."

When asked if he had ever held an honorary or elective office, he stated, "Being a Republican never held any." His hobby is books and, if we are not mistaken, work, because we always find him on the job when we go to Asheville.

Officers-Elect Announced by Board of Tellers

The Board of Tellers of the N. C. P. A. met in Durham on July 15 to count the ballots sent in by the members. The Board, composed of C. T. Council, Durham, C. J. James, Hillsboro and Phil. D. Gattis, Raleigh, announced the election of the following candidates for office during the year 1942-'43:

President, Paul Bissette, Wilson
First Vice-President, R. P. Lyon, Charlotte
Second Vice-President, T. G. Crutchfield, Greensboro
Third Vice-President, E. C. Daniel, Zebulon
Member Executive Committee, Ralph Rogers, Durham

Installation of the new officers will take place at the 1942 meeting of the Association. The time and place of this meeting will be set by the Executive Committee at a later date.

Vaseline

Scheduled for early appearance in various trade publications is a series of advertisements calling attention to the fact that the word "Vaseline" is used exclusively to distinguish the products of Chesebrough Manufacturing Company from those of other manufacturers.

"Like all pioneers, the makers of Vaseline Petroleum Jelly suffer from imitators and imitations. No one, however, has the right to use the trade mark VASELINE for goods which are not of our manufacture. When your customers ask for petroleum jelly under the trade mark VASELINE, they indicate petroleum jelly made by the Chesebrough Manufacturing Company, Consolidated. To supply this demand with a product from any other source, we feel, is unfair to the customer as well as to ourselves."

Pharmacy— In Greenfield Village

It is a far cry from the old "Apothecary Shop," as preserved in Greenfield Village, to the modern store of today, but pharmacists who visit Detroit with the American Pharmaceutical Association, August 17th to 23rd, will have an opportunity to view and study this 150-year old store, along with two others contained in Greenfield Village and Edison Museum.

The "Apothecary Shop" occupies one end of a one-story frame building in the village. The other end is the old post office—this being the original set-up of the building. The simple and homemade furniture in this shop dates back to 1803, and, with the building, was moved here from Phoenixville, Connecticut.

The drug equipment is not the original of the shop, but is a collection of antiques in harmony with the age of the store. Here may be seen wooden balances, wooden mortars and pestles, decorative porcelain ointment jars, small hand mills, and other equipment of the past.

On the shelves are bottles containing drugs, liquors, tonics, elixirs and nostrums. Back of the wood-burning stove is a case of drawers filled with herbs. On top of the case is a jar for leeches, and tall bottles of colored water that symbolize the apothecary's art.

On the left is a counter with a small display case of perfumes at one end, and a screen, back of which the druggist did his compounding while keeping his eye on customers through the familiar glass peephole.

Old prescription books and files from Detroit stores of the past and dating back to the "Gay 90's" are an interesting study in earlier prescription dispensing.

In the General Store, which dates back to 1854, and which was moved to the village from Waterford, Michigan, will be found a smaller drug unit. Although the drug corner contains a few crude drugs, the chief stock was patent medicines such as a country store would then have carried.

A study of these will prove quite interesting, but they are beyond the memory of most of us. For instance, does anyone remember "Brown's Witch-Watch"? It apparently had many uses in its day, and the front label gives directions for both internal and external use; yet, the back label reads, "Caution—do not allow to come in contact with cotton clothing." What a sturdy race our ancestors must have been, and what stomachs they must have had!

The third drug unit is located in the Edison Museum. This display is within the memory of many. It is a reproduction of a typical model drug store of the "Eighties," and is complete in detail and arrangement.

On one side appear the old familiar shelf bottles, while sick-room supplies and other drug sundries balance the other, with a prescription counter in the rear center. The colored show globes in the window on either side of the entrance are typical of a drug store of that date.

Pharmacists and their friends who attend this convention will enjoy this trip to Greenfield Village and Edison Museum. There is nothing else like it in America.

A. Ph. A. Delegates

President Ralph Rogers of the Association recently appointed Doctor Henry M. Burlage of Chapel Hill as voting delegate to the annual meeting of the American Pharmaceutical Association in Detroit, August 17 to 23.

The following associate delegates were appointed at the same time: C. C. Fordham, Jr., Greensboro; I. T. Reamer, Durham; Kelly Bennett, Bryson City; Clyde Eubanks, Chapel Hill; Paul Bissette, Wilson; C. R. Whitehead, Ramseur; J. C. Hood, Kinston and Dewitt C. Swaringen, China Grove.

The Michigan Pharmaceutical Association will hold their annual convention concurrently with the A. Ph. A. this year.

A young hopeful wrote his first novel and submitted it to a great publishing house. He called it "Why Am I Living?" In a few days he received this message from the publisher.

"Under separate cover I am returning your novel 'Why Am I Living?' The answer to that is simple. Because you didn't bring it in personally."

Changes in Sales Tax Law

Sales tax reports that are due to be made in the month of July covering sales in the month of June, 1941, will be made under the old Sales Tax Act.

Reports for the month of July and subsequent months will be made under the amended act effective July 1, 1941. The regulations hereinafter set out are effective from and after that date.

1. **Major Change**—The major change in the Sales Tax Law to become effective as of July 1, 1941, is the amendment extending the exemptions to sales by retail merchants from ten (10) specifically named and defined conditionally exempt articles of food; namely, flour, meal, meat, lard, milk, molasses, salt, sugar, coffee, bread and rolls to **complete exemption for sales by retail merchants of food and food products for human consumption in the home.**

As defined in the law, "food and food products for human consumption" shall be given its usual and ordinary meaning. It shall not include, however, malt or vinous beverages, soft or carbonated drinks, sodas, or beverages such as are ordinarily sold or dispensed at stores, stands or soda fountains or in connection therewith, candies or confectionaries, medicines, tonics, etc., sold as dietary supplements; nor does "food and food products for human consumption" include prepared meals or foods sold or served on or off the premises by restaurants, cafes, cafeterias, hotel dining rooms, drug stores, or other places where prepared meals or foods are sold or served. These will be taxable at the same rate and in the same manner as in the past.

The items mentioned in the preceding paragraph are items that might be construed as food for human consumption, but which are specifically excluded in the act from the exemptions. The principal difficulty in construing the exemptions relates to the word "confectioneries." A dictionary definition of this term would include some important items of food for human consumption. The two provisions of the act—one exempting food products "for human consumption," and the provision that leaves as taxable "foods served on the premises by restaurants, cafes, cafeterias, hotel dining rooms, drug stores or other places where prepared foods are sold or served," indicates a clear purpose to exempt food for **human consumption in the home,** and in this view the interpretation is adopted by the Department that **such articles of food as ice cream, cakes, pies and pastries as are delivered to the home of the purchaser, or delivered to the purchaser in packages for home consumption, will be treated as exempt from the sales tax.** Whenever such articles are served for consumption at the place of sale, they are taxable.

There are many articles frequently sold in food and grocery stores which will continue to be subject to the retail sales tax. The following lists are not intended to be exclusive of other articles that may be taxable or exempt, but are set out as illustrative and as information to merchants:

TAXABLE

- Ammonia
- Beer
 - Root beer
 - Root beer extracts
- Bottled drinks
- Brooms
- Candies
- Candied fruits
- Coated nuts
- Crystallized fruits
- Chewing gum
- Cod-liver oil
- Coloring extracts
- * Foods for:
 - birds
 - cats
 - dogs
 - other animal foods
- Fruit jars
- Ginger ale
- Glace fruits
- Halibut-liver oil
- Household supplies
- Insecticides
- Kerosene
- Lamps
- Laundry powder
- Laundry soda
- Laundry starch
- Lemonade
- Limeade
- Light bulbs
- Lozenges
- Malt
- Malt extracts
- Malt syrups
- Matches
- Medicines:
 - (not on prescription)
 - capsule
 - granular
 - liquid
 - lozenges
 - pills
 - powdered
 - tablet
- Orangeade
- Paper
- Paper products:
 - wax paper
 - paper towels and napkins
 - toilet tissue
 - cup and plates
- Preserving supplies
- Shoe laces
- Shoe polishes
- Silver polish

* There is no change in the taxable status of animal foods. They continue to be taxable when the purchaser is buying for his own use as distinguished from purchases made in volume for commercial purposes, that is to say, when dairy and poultry products are being produced for commercial purposes as distinguished from family use, they are exempt.

Soft drinks
Soap
Soap cleanser
Steel wool
Swatters, fly
Tobaccos:
 chewing tobacco
 cigarettes
 cigars
 snuff
Toothpicks
Waters:
 mineral
 bottled and carbonated soda
Wax for floors
Wine

EXEMPT

Baby foods
Bakery products
Baking powder
Baking soda
Bouillon cubes
Cereal
Cereal products
Certo
Cocoanut
Coffee
Coffee substitutes
Crackers
Cream of tartar
Eggs
Egg products
Fish
Fish products
Flavoring extracts
Flour
Fruit:
 fresh
 dried or canned
Fruit products
Gelatine
Grape
Grapefruit
Health foods
Honey
Jams
Jellies
Jelly powders
Lard
Lemon
Lime
Mayonnaise
Meal
Meats
Meat extracts
Meat products
Melons:
 cantaloupe
 honeydew melons
 watermelons
Milk
Milk products:
 butter
 cheese
 cream
 malted milk
 ice cream
 dried milk products
Molasses
Mustard
Nuts
Oleomargarine
Olive oil
Orange
Oysters
Peanut butter
Pickles
Pineapple
Popcorn (not candy coated)
Poultry, live or dressed
Salt
Sauces
Shrimp
Soups
Spices
Sugar
Sugar products but not candy and confectioneries
Sugar of milk
Syrups
Tea
Tomato and other fruit or vegetable juice processed with added sugar, syrup or dry sugar, but not beverages such as orangeade, lemonade, and limeade
Vegetables:
 fresh
 dried or canned
Vegetable products
Dehydrated vegetables
Yeast cakes

Records and Reports.—Relative to the type of records which will be required to be kept in claiming exemption for sales of exempt food and food products and reporting taxable sales, any type of accounting will be permitted which will reveal a true and accurate record for sales of both exempt and taxable merchandise. In all instances a gross sales record will be required. A grocery will perhaps find it more convenient to keep a separate record of sales of taxable merchandise, which may be arrived at from purchase invoices, plus a percentage of mark-up from cost to selling price. The figure arrived at in this manner for an entire month's business, taken from the gross sales for the entire month, will reveal the gross sales of nontaxable or exempt merchandise, which when taken from the gross sales for the entire month will revert back to the amount of taxable sales.

2. **Minor Changes.**—(a) The definition for the word "sale" or "selling" has been extended to include gross receipts from any bailment, loan, lease, rental, or license to use or consume tangible personal property. Heretofore the word "sale" or "selling" has been contingent upon the fact that there was a transfer of ownership or title to tangible personal property.

Under the new definition gross receipts from lease or rental of tangible personal property such as specially patented equipment, including bookkeeping and accounting machines, typewriters, road grading machinery and equipment and all other tangible personal property where title or ownership is retained are taxable in the same manner as sales of tangible personal property where ownership or title passes to the purchaser.

(b) Exemption is provided for sales of all equipment, furniture and furnishings sold to trustees of churches for use in church and Sunday school buildings.

(c) In the absence of fraud the Department of Revenue is limited to a statutory period for audit of three years where reports have been filed. Heretofore no statutory limit has been in the Sales Tax Law; however, the Department has followed the general practice of not more than three years for audit.

A. J. Maxwell,
Commissioner of Revenue.
F. B. Drake, *Chief,*
Sales and Use Tax Division.

Raleigh, N. C., July 10, 1941.

Customer Relations as Applied to the Retail Drug Store*

By Rease Inge, Southern Division Sales Manager
E. R. Squibb & Sons

You have an opportunity to add a $3,000 volume to your store during the coming year. According to a recent forecast, this is what the Federal rearmament program will mean to the average drug store in the United States.

In addition to this, North Carolina will benefit by the location of army camps, by increased payrolls from industry and by an increased return from the sale of farm products.

On top of all this, drug store business in the State of North Carolina shows an improvement over the same period last year. Naturally, this increase in business is going to stores where the strongest bid is made for it.

Now—*Favorable customer relations* are going to do more to influence this extra volume of business than any other one thing you can do.

As you know, in the past many new stores have succeeded because of their ability to move into a market and dominate that market on purely a cut-price basis.

With Fair Trade in effect, business in the future will not be done on a price basis but on a *favorable customer relations* basis.

No doubt many of you own or operate stores where already you are doing all the business that you can take care of and it might seem unwise to you to give any consideration to a plan by which to increase your volume. At the same time, let me remind you that you are building a foundation for future business, and if this foundation isn't built on a solid basis with your customers, you cannot expect to continue to hold your position of leadership. For example, certain stores make a close survey before they decide definitely on a location, and I am told an important factor in their decision is the type of competition that exists in that town.

* Presented at the 1941 Convention of the N.C.P.A.

Think of yourself as a customer. Why do you return to a particular store to buy? Is it because of a certain *employee's friendly* or *courteous manner,* or because of the *helpful information given,* or is it because of the *quality merchandise* sold? Most likely it is not because of any one of these points but because of a combination of the three.

Do you pass more than one filling station after you definitely have made up your mind to buy gasoline?

If you should ask your wife why she favors a particular department store she would probably give one of the above reasons or perhaps all of them.

If these factors are so important to you and to me in determining the store we will spend our money in, aren't they just as important to your customers? Consider them one at a time.

PERSONNEL:

Training of drug store personnel pays a greater return than any other single factor. During the day many customers drop into your store to buy a small item that could be purchased at any number of different places, but they prefer to do business with you because of your *personnel.*

Those of you who are store owners benefit by the constructive training that has been given your employees, because of increased sales and improved customer relations.

Those of you who are employees benefit by being better trained and you are prepared to earn a better salary. There is one other point I wish to impress upon you. Regardless of the job you might like to hold, your present record is the most important single factor in securing another position, or in gaining for yourself a better job in the store in which you now work.

All of us know of some person who has progressed with his company as a result of outstanding work. I have in mind a man

who was recently made a personnel manager and assistant to the executive office of a fifteen-store chain because of an outstanding job he had done in his small store as manager.

Let me give you an example of what *trained personnel* can mean to a store. I know of a good medium-sized town where two drug stores are located. They happen to be two doors apart. In one of these stores there is no Vitamin business, for the manager insists that Vitamins will not sell. As you know, the pessimist is rarely disappointed. The other store has one of the finest volumes on Vitamin products of which I have ever known. This man has his personnel trained in the sale of Vitamin products, and in training his personnel he has pointed out the importance of the employee in having customers return to that store for Vitamin products. I do not mean to imply that you should spend your time counter prescribing. But you should have a complete knowledge of Vitamin products so that you may be able to discuss professional products with the physician and over the counter items with the layman.

If information is going to be given to customers, it must be given in a pleasant manner or it is better to say nothing about the merchandise that you sell. It costs money to bring people into your store, and your advertising dollar is worse than spent if the prospective customer is chased right out again by a "take it or leave it" attitude.

Now I do not mean to imply that you should go to additional expense in order to render service to customers. I believe a customer can spend a nickel in a drug store and get more service than in any other place in the world. My honest opinion is that the customer gets too much service, such as having merchandise delivered, charged, exchanged, et cetera. I do feel, however, that many times they are not rendered the service in the way of information on products which would be helpful to them and would also increase your volume of business.

You will be interested to know that recently a survey with customers was made in one of the larger cities. Of all the people interviewed 77 per cent said they were not given sufficient information from sales people in drug stores. There are many times when information you have on a product you sell seems elementary to you and you are likely to feel that a customer may feel that way too and would not be interested in knowing all the details. This, however, is not true, as is shown by the survey.

Be sure your story is interesting enough to cause your customer to stop and listen, and also show him the courtesy of listening to what he has to say.

Here is another example of unusual service. There is a store in one of the southern states that uses this plan to sell Vitamin products: When Mrs. Jones comes in for a bottle of Cod Liver Oil the druggist endeavors to find out how many people there are in her family who are taking Cod Liver Oil, and as soon as Mrs. Jones leaves the store he fills out a card for her, showing the size, the date, the brand and the number of people taking Cod Liver Oil. He marks on the card the date on which he is to call his customer for future orders. This card is filed away according to the date of the call. Three or four days before the customer should need more Cod Liver Oil the druggist calls the customer and asks if their supply of Cod Liver Oil should be replenished.

I know of no service that will build customer good will for drug stores on a better foundation than to call customers and show them you are interested in them, particularly where there are children in the family. Not only does it mean good business for the future but also increased volume at present.

Displays have their value in rendering *service* to customers and building good will. It is only human nature that we like to visit stores where we know the displays are of a nature that will remind us of our daily needs.

Recently I was riding on the train from Memphis to New Orleans. In the morning an elderly man came in the washroom and as he was shaving he turned to me and said, "You know, it is a funny thing; I always run out of Shaving Cream at the

most inopportune times." I said, "That is a funny thing, for I spend a good part of my life telling druggists that they should keep on display merchandise of the nature customers like to buy."

How many times on Sunday afternoon has your wife asked you to drive down by department store windows? The window display department of this type of store is one of the most important departments in the store. Believe me, department stores do build a tremendous amount of good will with their windows.

You, in your stores, have a greater variety of merchandise that can be put in windows to create more interest among customers. The seasonable merchandise you have to sell, your prescription room and detail information given on fast-moving items are all of interest to your customer.

Let me tell you how a clothing store builds good will. While walking down the street with a friend who had no intention of buying a suit, he suggested that we go into a clothing store. He wears a size 41 long, and if any of you gentlemen happen to wear that size you know it is very rarely carried by clothing stores. Relying upon this as an excuse for not buying a suit he asked for a size 41 long and much to his surprise was shown a wide assortment in his size. In the discussion that followed he asked the store owner why he carried that particular size and he was told that it was an odd size and everybody recognized it as such, but that in his community he had practically all the business available on that size and by carrying this odd size he was able to establish his store as the most complete clothing store in that city, although they do not carry the largest stock. Therefore, I think that is a fine example of *building better customer relations* by having a complete stock of merchandise.

You will be interested to know that according to recent surveys one of the greatest problems with the retail drug store is "out of stock." Let us dwell on that for a moment and find out just what happens to a customer who comes into your store and asks for a particular size of a given item and is told "it is not in stock."

28 per cent take another size.

12 per cent take another brand.

33 per cent go elsewhere.

27 per cent do not buy.

Customer good will not only means the return of that particular customer, but it also means he will influence his friends to visit your store. I am convinced that this is the most important service any customer can render your store.

QUALITY MERCHANDISE:

With an increased earning capacity comes an increase in the demand for better *quality merchandise*. During the past few years many people have used products of an inferior nature not because they preferred them, but because of financial difficulties which made it necessary for them to economize on drug store products.

It is well for you, as sales people, to remember that many times people will spend more money than you think they will. Just because you know a particular man or woman cannot afford a given item does not mean they are not going to buy it. You and I both know that money is rarely spent only for items that we can afford. For instance, occasionally you will sell a $10.00 hair brush, if this quality of brush is shown whenever customers display an interest in hair brushes. You will, however, never sell even a $2.50 brush if you only show brushes of $1.00 or $1.50 quality. True enough, many people will want to pay only $1.00 for a brush, but there are *some* $10.00 brushes sold.

Consider for a moment how you feel when you walk into a clothing store and ask for a suit of clothes. Do you have the same feeling for a business firm when the sales person immediately offers you a $19.00 suit as you would have if he had shown you a $40.00 or $50.00 suit?

Definitely, being shown the better quality merchandise, the sales person has complimented the customer. The only man who is going to be offended by the clothing store sales person offering him a $75.00 suit is the man who happens to have on a suit that cost him $100.

A most important thing about the merchandise you have to sell is that customers

(Continued on Page 161)

More Pharmacists

H. C. McAllister, Chapel Hill

In recent months it has appeared that there is a shortage of employable licensed pharmacists. Every few days the writer receives letters requesting "a good licensed man." The most frequent requests are for "recent graduates." This would indicate that our four-year graduates are in demand, a fact which is borne out by actual conditions. All of the graduates eligible for registration were placed before they became registered, many having a choice of eight to ten opportunities from which to choose and with salaries considerably above those available to one beginning in other fields.

These men are launching on a career in a profession with a historical background of more than 4,000 years, yet it is just beginning to bud from many sides with new and exciting opportunities in research, hospital pharmacy, manufacturing, governmental work (Public Health Service, Veterans Administration, Food and Drug Administration, Bureau of Narcotics, Army, Navy, Alcohol Administration), industrial laboratories, wholesale houses, cosmetic industry, biological work and, most of all, a new and revitalized RETAIL PHARMACY.

The day of the druggist who advised young people *not to study Pharmacy* is past and he is in a frame of mind to pass out of the picture himself if he only knew it. The times have proved that he was a false prophet. It is hoped that no one in Retail Pharmacy (or any other branch) today will be guilty of this error. On the other hand let us all be a self-appointed committee of one to interest some young person in studying Pharmacy. After all, the responsibility of replacing our own ranks is ours. In each community there is some outstanding high-school graduate who intends to go to college but seems to find all the desirable professions filled to overflowing. Perhaps he has not investigated Pharmacy due to the long hours a drug store stays open or for some other reason. We should find these men and explain to them the numerous opportunities available in Pharmasy. Point out the advantages which offset the obvious disadvantages as seen from the public's side.

There is a little more than six weeks until a new class begins. Between now and that time, make it a point to talk with at least one or more prospective students about Pharmacy. Further information can be secured from the office of the Dean of the School of Pharmacy, Chapel Hill, or any other school that may be desired. Do not miss this opportunity to help curtail what might develop into a serious shortage of employable pharmacists.

Putnam Dyes Deserve Your Support

Within recent years over three-fourths of the dye business has shifted to five-and-dime stores by reason of the fact that such stores featured the dime package. To protect their business, which is done almost exclusively through retail drug stores, Putnam Dyes (Monroe Chemical Co.) inaugurated a ten cent price plan to bring this business back to drug stores. *The plan deserves your support.*

The following information, as contained in a bulletin mailed to every member of the California Pharmaceutial Association, will be of interest to you: "*Putnam Dyes* are not getting the break they deserve under the new 10 cent price plan. Many dealers appear dissatisfied with the reduction in retail price when a calm analysis of the situation clearly shows that Putnam had no choice unless they were to see their products disappear from the market. In the face of the tremendous inroads by the five-and-dime stores a price of 13 cents did not produce any business. True there is another dye in your store that sells for 13 cents; 2 for 25 cents—but the volume is negligible due to the fact that this same company features their dye in a dime package in the syndicate stores and there is where the volume goes."

"Putnam is not sold to the syndicate stores. It is a drug store item and at the new price of 10 cents, it should bring the volume back to the drug store. Everything is in its favor. You have a package marked 15 cents that contains 1½ times the quantity in the 10 cent packages sold in syndicate stores and you sell it for 10 cents and you make a real profit. Of course it is necessary to buy the drop shipment to do this, but the investment is small and the wholesalers will exchange any colors between drop shipments. You can increase your turnover and profit and give support to a firm that maintains a drug store policy."

To insure balanced stocks at all times the company offers to exchange, without red tape, return stickers, etc., any colors and to prepay same to your store. Furthermore, if at any time a customer is dissatisfied with the results produced by Putnam Dyes, she may have the garment dyed by Putnam chemists without charge. *Co-operate with those who co-operate with you.*

T. M. A. PAGE

Reporters

J. E. Treadwell, Raleigh — N. B. Moury, Greensboro — C. H. Smith, Charlotte

The Traveling Men's Auxiliary

Officers

N. B. Moury, President

L. J. Loveland, Vice-President

J. Floyd Goodrich, Sec'y-Treas.

Mrs. Louis Jones, Ass't Sec'y-Treas.

Board of Directors

J. W. Bennick, Charlotte
J. F. Neely, Raleigh
D. L. Shreve, Greensboro
C. H. Smith, Charlotte
H. L. Hitchcock, Winston-Salem

The present membership of the T.M.A. stands exactly where it did this time last year—188 strong. Usually the largest membership is recorded when the Association meets in Charlotte, but Durham has been able to hold its own this year. Officers of the organization are now preparing a list of the members for distribution to the drug stores of the State. Will your name appear on the list? If not, it is suggested you affiliate with the T.M.A. at once.

Recently added to the sales staff of E. R. Squibb & Sons in the Wilmington area is Anderson Owen, formerly of Winston-Salem. O. J. Phillips, formerly associated with his brother, M. B. Phillips, in the operation of Phillips Drug Store, Albemarle, has accepted employment with Squibb with Macon, Georgia, as headquarters.

We proudly call your attention to an article, published in this issue of the JOURNAL, on *Merchandising or Pharmacy or Both*, written by Floyd Goodrich. Floyd, we've known for a long time, could write but it was only recently that we succeeded in getting him to put his words of wisdom on paper. How about emulating the good deed of your Secretary-Treasurer? You write 'em; we'll publish 'em.

Inadvertently omitted from the list of exhibitors at the recent meeting of the Medical Society of North Carolina in Pinehurst was Endo Products, Inc. Three representatives of the company were present for the meeting: H. H. Leonard, J. M. Wheless, Jr., and J. E. Ritch.

Have you read the well-deserved life-sketch of President Norman B. Moury in the July issue of the *Southeastern Drug Journal?* Wampole's ace salesman says he likes to "piddle." This may be true of his leisure hours, but certainly not while he is "on the job." We have yet to go into a drug store in Norman's territory without learning that he had just left or was expected shortly. No matter how far off the beaten track a drug store may be, he'll get there.

A little old man, illiterate but wise in business, had a small clothing store in which he was successful. When he saw the need of another clerk, he was at a loss to know how to mark the tags so that both he and the clerk would know the price. He finally decided to use dots for dollars, three dots for three dollars and so on. One suit had hung on the rack for several weeks when the old man returned to the store one day and the clerk told him he had sold it.

"How much did you get?" asked the old man.

"Nine dollars."

"Nine dollars? How did you do that?"

Well, sir, you had it marked that. I did the best I could."

The old man remembered distinctly that the tag had said three, so he demanded that the clerk find the ticket and show him. He looked long and thoughtfully at the tag and then raised his eyes to heaven.

"Thank Gott," he said, "for dot little fly."

OBJECT: *Cooperation with North Carolina Druggists and Promotion of Good Fellowship Among Salesmen Soliciting Drug Trade in North Carolina*

LEGAL SECTION

Frederick O. Bowman, LL.B., *Editor*, Chapel Hill, N. C.

List of Prescription Drugs

In the July issue of the Journal, there was carried a list of basic drugs that may be sold only pursuant to prescriptions. Since the publication thereof a large number of our members have asked that we prepare a list of the derivatives of all such drugs together with the proprietary preparations which contain, as active ingredients, any quantity of the basic drugs mentioned.

This list has been prepared and will be found below, and also copy of a Trade Correspondence of the Food and Drug Administration in order that you may know the reasons why these drugs were placed on the prescription list. Close study should be made of this correspondence since the accompanying list is no doubt incomplete in some particulars, as it is well nigh impossible to name all of the locally distributed preparations.

Federal Security Agency—Food Drug Administration Information Concerning Drugs that should be sold only to or upon the Prescription of Physicians, Dentists, or Veterinarians.

The Administration has received numerous requests from drug manufacturers, retail and wholesale drug associations, and others, for a list of those drug products which it considers dangerous when sold otherwise than on the prescription of a physician, dentist, or veterinarian licensed by law to administer drugs.

In answer to such requests, the Administration has pointed out that the Food, Drug, and Cosmetic Act places upon the manufacturer and the distributor the responsibility for properly safeguarding the marketing of drugs which may be dangerous to the purchaser if distributed without restriction. Obviously, it is impossible to list all drugs which may be dangerous since not only the compositions but also the directions for use and the conditions in which their use is recommended may have a very definite bearing on the question of safety or danger. As examples of drugs which are considered dangerous when distributed for use otherwise than on prescription, the following have been mentioned: Aconite, aminopyrine, barbiturates, benzedrine sulfate (for internal use), cantharides (for internal use), chrysarobin or goa power, chrysophanic acid, cinchophen, neocinchophen, and other cinchophen derivatives, colchicine, colchicum, emetine, phosphides, phosphorus, radium, sulfanilamide, sulfapyridine sulfathiazole, tansy, tansy oil, thiocyanates, thyroid; the anthelmintic drugs: carbon tetrachloride, tetrachlorethylene, male fern (aspidium), santonin, wormseed oil (chenopodium oil), thymol.

It is our opinion that preparations containing bromides should not be sold without prescription if the dosage provided involves the consumption of more than 30 grains per day or more than 15 grains during any 3-hour period.

The same is true of acetanilid, in the case of medicines that provide a total daily intake of more than 5 grains or more than 2½ grains during any 3-hour period.

For bromide-acetanilid combinations, we have suggested that preparations for lay use should not provide more than a total daily dose of 15 grains of sodium bromide and 5 grains of acetanilid, or more than 7½ grains of sodium bromide and 2½ grains of acetanilid during any 3-hour period. Comparable amounts of other bromide preparations should, of course, be subjected to the same restrictions.

There is ample scientific evidence to support the view that preparations providing a daily dose of more than 15

grains of acetophenetidin or more than 15 grains of antipyrine are dangerous within the meaning of section 502(j) when distributed for indiscriminate lay use. Investigations which are currently in progress strongly suggest the probability that somewhat smaller daily doses of these drugs may likewise be dangerous when consumed indiscriminately. After public notice, our regulatory program will, of course, include actions based on sales of acetophenetidin and antipyrine under circumstances providing for a somewhat smaller daily dose if scientific opinion becomes available to establish the illegality of such sales.

In our judgment, epinephrine in solution 1% or stronger cannot safely be indiscriminately used, and the same is true of ipecac in daily dosage greater than 10 grains, as well as of strychnine in a daily dose greater than 1-20 grain.

We have also expressed the opinion that products containing therapeutically effective proportions of digitalis, squill, strophanthus, or other pharmacologically related drugs may not be safe for indiscriminate distribution.

It has been our experience that manufacturers of such drugs as have been mentioned have taken advantage of the regulation permitting omission of directions for use and substitution of the so-called "prescription legend." Where the legend "Caution: To be used only by or on the prescription of a Physician (Dentist, or Veterinarian)" appears upon the package in lieu of directions for use, it is the obligation of the retailer to observe the injunction that the article be dispensed only upon prescription.

The fact that the Federal law is applicable to the distribution by retailers of drugs which have been in interstate commerce in no way restricts the enforcement of State and local acts relating to the sale or drugs or the practice of pharmacy.

A

Adremin
Adrenalin—1:100
Adrenal—Orchic Comp.
Adreno—Thyroid
Adreno—Testes
Aldin
Alkamid
Allonal
Alupinal
Alurate
Alurate Injectable
Am—Ce—Lax
Amidophen
Amidotal Comp.
Amidoval
Amifeine
Amino—Neonal
Aminophyllin and Phenobarbital
Amidopyrine
Am—Phen—Al
Amytal and Combinations
Analgesic Tablets
Anapa
Anedemin
Anorectic
Antrocol
Aphrodin
Arcanol
Arlcaps
Ascaridole
Aspirocol Comp.
Atophan and Combinations

B

Barbenz
Barb—Eth—Oil
Barbisodine
Barbital
Barbital Sodium and Combinations
Barbromid
Barbtheo
Belephedral
Belladenal
Bellergal
Benzedrine Sulph
Beva Capsules
Brocanal
Bromiphen Elix.
Brosed
Butisol

C

Cactin Comp.
Cactus Comp.
Cerebro—Orchic Comp.
Calsed
Cher—Iomin
Chloroxyl
Cibalgine
Cinchophen
Codliver Oil Phosphorized
Colchine Sal.
Compral
Cyclopal Sod.
Cole's Endocrine Comp. No. 2
Comp. No. 3
Comp. No. 6
Comp. No. 13
Comp. No. 21
Corpus Luteum Comp.
Corpus—Ovarium Comp. No. 1
Cortenal
Crino—Sthenyl
Colchicine Comp.
Colchi—Sal

D

Dagenan
Daldrin
Delol Tablets
Delvinal
Delensin
Dial
Diasystol
Dibromin
Digibarosmin Comp.
Digalen
Digifoline
Digifortis
Digiglusin
Digilanid
Diginutis
Digipoten
Digitalis
Digitaligen
Digitalin
Digitaline
Digilutea
Digicaps
Digicalcine
Digicardium
Digiclara
Digicatin
Digitalone
Digitan
Digitol
Digitos
Digoxin
Digitora
Disulan
Diurbital
Dormpahen
Dormelix
Dovial
Dyspne—Inhal

E

Effo—Barbibrom
Eldoral
Elix.—Bromopental
Elix. Digitalin Comp.
Elix. Thiamate
Emetine HCl.
Enter—Digalis
Endothyrin
Endipyrine
Epharbital
Ephedrine and Barbiturates
Ephedial
Ephcaben
Ephenaria
Ephetal
Epinephrine HCl 1:100
Epinine
Epragen
Euphorbia Comp. Syr.
Eunarcon
Evipal

F

Farastan
Fedra—Sang
Felsol
Franol

G

Gerantin
Gitalin
Glanditone
Glandular Comps. with Thyroid
Glucophilline and Nembutal
Glovarian with Thyroid
Glycana

Glypectus
Glythoid

H

Haimased
Hematone
Hormacrine
Hormotone
Hormotone "T"
Hydragogin

I

Iocarpral
Iodithesin Lozenges
Iodolac
Iodobesin
Iodo—Scilline
Ipral and Comb.

K

Kao—Lumin
Klimakton

L

Linctus Comp.
Lipolysin
Lumalgin
Luminal
Luminal Sod.
Lumodrin
Lupex

M

Magnephen
Maso Caps.
Manalkali
Mathocrine
Matrobarb
Metrabarb
Mebaral
Medinal
Menocrine
Milosan
Morphorm
Moto Caps. No. 1 and 3

N

Narconumal
Nasan
Natibaine
Natrigen
Nembutal
Neo-Cinchophen
Neo-Magnephen
Neonal and Comb.
Neoprontosil
Neorobin
Nervinal
Neurinase
Neuronidia
Neurosine
Nevrotose 2 and 3
Nitrital
Nitrobar Comp.
Nitrocon Comp
Nordin
Nostal
Novaldin
Novasurol
Novolene
Novoquinol Comp.
Nurodol

O

Opillana
Optalidon
Orchic Comps. with Thyroid
Organoid 1 and 2
Ortal Sodium
Ouabain
Oxyl—Iodide
Ovarian Comps. with Thyroid
Ovonad

P

Panalgyn
Panlittol
Panarian
Paroidin
Pasanol
Peacock's Bromides
Pediacrin
Pentabromides
Pentacols
Pentenal
Pentobarbital Sod.
Pentothal Sod.
Peralga
Pernoston
Phanodorn
Phedros
Phenacetal Comp.
Phenobarbine
Phenobarbital and Combinations
Pheno—Ovarian
Phosphorus, Nux. and Damiana
Phytoco
Pillitt Diatraegus
Pluriglandin 1 and 2
Pluriglands
Pluriglandular O. B.
Plurimone
Pontral
Prominal
Prudine
Protonuclean
Prontylin
Propronal
Protonuclein
Pyramidon

Q

Quiniph Leprince
Quinidonner

R

Remogland
Remolysin
Restidon
Restophen
Respirin
Rodan—Calc.—Diuretin
Rhodapurin
Roboline
Rossium
Rutonal

S

Salcolchicine
Salithia
Sandoptal
Scillaren
Seconal
Sedabrome
Sedatin
Sedatole
Sedabral
Semvesco
Signodal Sod.
Silatrabarb
Sod. Alurate
Sod. Amytal
Sod. Sulfapyridine
Sod. Bromide Comp. Efferv.
Sodoxylin
Solfoton
Solguatone
Somnifene
Stramid
Stramacalcine Comp.
Streptamid
Strocontine
Strophanthin
Sulfanilamide and Combinations
Sulfapyridine
Sulfonamide P
Suxiphen
Syndrome
Synodal
Syr. Bromephedrine Comp.
Syr. Calcidrine
Syr. Eudellana
Syr. Senodin

T

Taldan Tablets
Taenicide
T. C. S.
Testikinon
Testonad
Tetrogen
Thebetal
Theobromine Comps. with Barbiturates
Theobutin
Theocalbital
Theodigital Comp.
Theominal
Theonitral Comp.
Theophen
Thycalate
Thymex
Thyracoids
Thyractin
Thyrocalx
Thyroglobine
Thyroid Extract
Thyroprotein
Thyrotropil Factor
Thyropit
Thyroxin
Thyroid—Ovarian Combinations
Thyovaco
Thyro—Strich.
Tolysin and Combinations
Tongoline
Triophin with Atropine
Triple Bromides

U

Urginin
Uriodal Tablets
U. S. T.
Uteralgine Tablets

V

Veronal
Viriglands
Vita Glands

X

Xaniophen

Y

Yohiman
Yohembin Comp.

"My man," said the Judge, "you have been tried by jury and found guilty of murder. Therefore I must sentence you to be hanged by the neck until dead, and I set your sentence for June 25th. Do you have anything to say for yourself?"

"Well Judge," drawled the negro, "one thing I would like to ask. Does you mean this hyar coming June?"

CLASSIFIED ADS

As a service to N. C. P. A. members, we offer a FREE classified ad service. You may want to buy a store or sell some equipment; to advertise for a position or sell some excess stock. Members of the N. C. P. A. are invited to take advantage of this free service offered by the Carolina Journal of Pharmacy. Ads with blind addresses will be accepted. Maximum number of words permitted under this free service is twenty-five. Commercial classified ads will be carried at the rate of ten cents per word with a minimum of twenty words. Remittance must accompany your order.

For Sale: Good drug store fixtures. Write Roger A. McDuffie, McDuffie Eubanks Drug Company, Greensbore.

I Want To Buy A Drug Store: Clean stock, well established, paying investment. State invoice, details, sales, expenses, net profits and lowest price. Address Letter 16, Carolina Journal of Pharmacy, Chapel Hill.

Wanted: Registered pharmacist for immediate work. State age, qualifications and salary expected in first letter. Write: Letter 17, Carolina Journal of Pharmacy, Chapel Hill.

For Sale: Used drug store fixtures in good condition; reasonably priced. For further information, write Q. T. Bilbro, Bilbro's Drug Store, West Asheville.

Wanted: To buy small town drug store. Will pay cash. For further particulars write Letter 19, care of this publication.

Wanted: Energetic pharmacist, age 30 to 45, reliable in every way, to work night shift. Drug store located near army camp. Address Letter 18 care of Carolina Journal of Pharmacy, Chapel Hill.

The census taker inquired of the brawny Irish housewife:

"Might I ask what your name is?"

"O'Neill, Rose O'Neill."

"And your husband's name?"

"Naturally it's the same as me own, O'Neill."

"But I mean his full name."

"Well, when he's full he thinks it's Jack Dempsey, but when I lay me hands on him it's still O'Neill."

I. P. SCRIBE, M.D.—J. L. Cobb, Ph.G.



Merchandising or Pharmacy or Both*

By J. Floyd Goodrich, Sales Manager
B.C. Remedy Company

Present-day drug stores cannot be operated in the same manner they were 20 years ago and make a profit. Some of you will say, oh, yes they can. It may be a fact that some are making money; however, the majority of the drug stores in North Carolina that are still operating in the old way just manage to struggle along and afford only a mere existence.

What stores are selling merchandise and making money? The chain stores, you will say, and perhaps that is true. However, there are many independent stores making money. How? By doing a real job of merchandising while their competitors complain. We are all prone to make excuses when we fail. We can't ever get anywhere by making excuses and offering alibies. We must face facts and facts alone. The man who is offering excuses is in the same position as a man who falls in the river and instead of fighting and swimming upstream just gives up and drowns. That is exactly what some people are doing today, floating down instead of fighting.

I was talking to a manager of a store last week and asked him if the Fair Trade Laws had affected his business. He answered by stating his business had increased substantially since the enactment of Fair Trade legislation. "Before Fair Trade we made our volume by price cutting; we now maintain this volume by utilization of modern merchandising ideas."

Have *you* made more money since Fair Trade went into effect? Have you trained your store personnel to merchandise? You may say that you employ two or three people and cannot take time to train them. I will tell you this: One of the most profitable uses you can put your time to is in training your clerks to do a real job of selling.

At this point I want to quote from a talk made by Dan Rennick of *Drug Topics* and *Drug Trade News* before the National Wholesale Druggists Association in Chicago: "Competition is not stifled and never will be, either by fair trade laws or anything else. To compete, however, druggists must work as hard as they ever did—not with cut price signs this time, not with below-cost sales, but with brains and knowledge, with modern methods and machinery and, above all, with the merchandise people want. Because druggists no longer can use predatory cut prices as lures to traffic—because they now must also compete with aggressive operators in other lines of trade to get back this business, druggists now want to use every device, every method, every merchandising procedure which these fellows have been using against them. I say this is the opportunity of the century because we all know that if every drug store in America were to do a high-powered selling job every wholesaler, in turn, would sell more goods—and so would every manufacturer."

You would be surprised at the way some clerks and drug store owners talk and act to customers. Recently I was in a store and a woman came in with a prescription for a glandular product. The druggist told her he had never heard of it. However, he called another druggist in town and asked him about it. The other druggist (I later found out) informed him over the telephone that he knew of such a preparation and that it was being prescribed rather extensively; that he should keep himself posted on the newer prescription specialties by reading the literature mailed him by pharmaceutical houses. Inasmuch as the druggist had told the woman he had never heard of the drug but later returned with the information that he could supply it, his abilities as a pharmacist were open to question in the mind of the patient. Do you think this customer will have confidence in the druggist and return with prescriptions in the future? My personal opinion is that she will not.

* Presented at the 1941 Convention of the N.C.P.A.

Another time, I was in a small chain store where a young man, formerly employed in an independent store, was working. I listened to this boy's sales talk to a customer and was surprised at his ability to talk and sell merchandise. His sales ability, I would say, was 100 per cent better in the chain store than it had been in the independent store. Why? The chain store manager had trained him to sell, whereas formerly he had been a drug store employee and nothing more.

I was in another store in which the sales force was selling toothbrushes. I stayed close to a woman clerk and listened to her sales talk. During the 30 minutes I listened to her she sold 10 toothbrushes to customers who had no idea of buying toothbrushes when they entered the store. She did not ask the customer if they needed a toothbrush, but handled her sales talk in this way: "We have a special on toothbrushes, guaranteed to be a year's supply, for 43 cents." With the customer's interest aroused, she continued, "Here they are, two brushes for 43 cents; nice handles, good brushes and guaranteed for a year." The sales lady had a sales talk with an idea; not just, "How about a toothbrush." I asked the manager about the brushes and he told me he had trained only four sales people out of his entire staff to sell toothbrushes and that these four clerks had sold 800 toothbrushes that week. Does it pay to merchandise?

I visited another store on a busy afternoon. The druggist in charge of the prescription department was in the front of the store. A customer came in and asked for an item. The druggist, not being familiar with the location of the item, had to ask another employee where it was. After finding it he had to ask another clerk the price. All this did not tend to create a favorable impression in the mind of the customer. Doubtless the customer felt the pharmacist did not know his business. The owner of this store waited on a negro and while wrapping up the package, said, "Well John, there won't be anything else, will there?" If the negro had wanted anything else he would probably have said no because the owner had already put a no in his mouth.

One drug store proprietor recently told me that he could not train his clerks to merchandise because he had not been trained himself. The answer to this problem has already been undertaken by several pharmaceutical associations in the form of "Merchandising Clinics," etc. The fact that a number of these clinics have already been held in North Carolina shows the need for such training in this State.

In a recent talk, Joe Donlan of the Trade Extension Division of American Weekly, showed how impulse buying accounts for 33% of the sales in chain drug stores and only 8% in independent stores. Does this suggest to you the results which may be obtained by having your employees trained in present-day merchandising?

In conclusion, let me leave this question with you: Should the art of merchandising be taught in the pharmacy schools of our various states?

Wanted: Have opening for a front man; single, not subject to draft with plenty experience. Good job for energetic man. Prefer one with ability of display and window work. $25 a week to start. Write L. E. Reaves, Jr., Reaves Drug Store, Fayetteville.

A Negro about to be hanged was asked by the sheriff if he had anything to say. The condemned man thought a moment and then said:

"Nossuh, boss, thankee, suh, 'cepting dis is sho' gwine to be a lesson to me."

NORTH CAROLINA NEWS NOTES

Frank Hoey, manager of the Cleveland Drug Company of Shelby, suffered a severe head injury recently when his car collided with a truck. Mr. Hoey, a nephew of former Governor Clyde R. Hoey, is one of Shelby's leading business men.

Oscar Smith, recently elected mayor of Pilot Mountain, is taking a great interest in the affairs of the town and his work is indicative already of a progressive administration. Shortly after he took office, Mr. Smith assisted in promoting a trade event which drew an estimated crowd of 5,000 people to the town.

In addition to being active in business and as head of the town's government, Mayor Smith is senior warden of the Pilot Mountain Masonic Lodge, is a member of the board of directors of the Merchants' Association and former secretary and treasurer of the Civitan Club.

H. C. Lutz of Lutz Drug Store, Hickory, is one of the three incorporators of Quaker Meadows Mills, Inc., a yarn and twine mill to be located in Hildebran.

Paul Bissette of Wilson recently had an interview with Lord Halifax in Washington, D. C. Mr. Bissette, as President of the Wilson Chamber of Commerce, is trying to get Lord Halifax to attend the Tobacco Festival which will be held in Wilson this fall.

The AB Drug Company, with **W. W. Allgood** and **Clement Byrd** as owners, opened recently in Roxboro. The store, located in the corner of the Hotel Roxboro Building, has modern fixtures, a streamlined soda fountain, fluorescent lights and a rubber tile floor.

C. B. White, manager and part owner of the Southside Drug Company, Henderson, for several years, recently purchased the entire store and is now sole owner.

O. R. Black of the Central Drug Store, Bessemer City, was recently appointed mayor of his town, succeeding Carl G. Carpenter who had served as head of the town government for 14 years.

M. C. Savage, who recently accepted managership of Taylors Drug Store, Roanoke Rapids, purchased the business from the owners during mid-July and has changed the name of the store to Savage Drug Company.

Mr. and Mrs. C. C. Fordham, Jr., of Greensboro expect to leave shortly for Highlands where they will spend a two-weeks vacation.

For the past several weeks **G. E. Brookshire** of West Asheville has been vacationing in Atlantic City and New York. At the same time his fellow townsmen, **Q. T. Bilbro** and **Stacy Smith,** were spending their vacations on the coast of this State.

Druggists are cordially invited to attend the **Annual Pre-Holiday Showing of Toiletries** in Charlotte on August 4-5-6. The event is sponsored by the Southeastern Toilet Goods Association.

Miss Carolyn Cox, popular young druggist of McDuffie-Eubanks Drug Co., Greensboro, has just returned to work after spending several weeks on a "dude" ranch in Wyoming.

The interior of Eckerd's of Asheville, N. C., Inc., has been completely remodeled at a cost of about $35.000. The improvements include an entirely new floor, a new fountain, an up-to-date prescription department with Schwartz sectional system, new booths, two rows of fluorescent lighting. The store is air conditioned and for fire protection has one of the latest, approved types of sprinkler systems.

Attorney **F. O. Bowman** as Chairman of the Old North State Fund, recently toured the State in an ambulance plane with a number of officials connected with Old North State organization. Stops were made in Elizabeth City, Wilmington, Hickory, Asheville and other points. This incidentally, was a "first" for Mr. Bowman as he had never flown before.

L. F. Parrish of Wilson has accepted a position with the Thompson Pharmacy, Rocky Mount.

The busy President of the National Wholesale Druggists' Association, **Mr. P. A. Hayes** of Greensboro, recently took time out for a short vacation to Wrightsville

Beach. While on the coast Mr. Hayes went to Manteo for a performance of the Lost Colony.

The Spake Pharmacy of Morganton is moving into a remodeled building located on one of the busiest corners of the Mimosa City. New fixtures are being installed throughout.

Immediately after the close of the first term of summer school **Dean J. G. Beard** and his wife left Chapel Hill for a short vacation to Nags Head.

The newly established Wilkerson-McFalls Drug Company of Greensboro was officially opened to the public on July 16. **Sam McFalls** and **I. O. Wilkerson** are the owners of this modern, up-to-date drug store.

R. E. Foster, Jr., of Leaksville, who recently passed the North Carolina Board of Pharmacy examinations, has accepted a position with Tainter's Drug Store of Marion.

Of the 23 N. A. R. D. Standing and Special Committees for 1941, **John Goode** of Asheville heads two of them, the National Fair Trade Committee and the Committee on Consumer Price Trends. He is also a member of the President's Council.

Dean Hudson and his "Morning Toastchee Time" orchestra, as guests of the Fitch Band Wagon on the afternoon of June 29, broadcasted from the Charlotte Auditorium over a national hookup. An estimated crowd of 5,000 druggists and friends of Lance, Inc., were on hand for the broadcast.

Salley's Drug Store of Asheville was recently purchased by **W. Moss Salley,** his wife, and brother and has been incorporated under the name, Public Service Pharmacy. The store was remodeled several months ago.

An extensive remodeling program has been completed by the Grove Park Pharmacy, Asheville. Three pharmacists are on duty in the store: **G. W. Matthews, Edwin Nowell** and **W. L. Buhmann.**

Standard Drug Company of Troy, owned by **R. L. White,** was entered on the night of July 11 and approximately $80 removed from the store's safe. The night visitor, believed to have been locked in the store, apparently didn't want to be bothered with silver as he left a bag containing $10 taking only currency.

Economy Drug Company, Inc., of Hickory, **J. V. Farrington,** manager, has been remodeled with installation of fluorescent lights, a new fountain backbar and other improvements.

J. T. Hough, formerly associated with the College Pharmacy of Davidson, recently purchased the Independence Drug Store of Charlotte from **R. S. Rittenbury** and has already assumed active managership of the business.

R. S. Rittenbury of Charlotte, who was seriously injured in an auto accident several months ago, is recuperating very nicely we are glad to report.

After a two weeks' period of investigation in western North Carolina, **John Dixon,** Federal Narcotic Agent, arrested 24 addicts in and near Asheville for violation of the Harrison Narcotic Act. Four drug stores were cited to the District Attorney for failure to comply with the Act. The supply of narcotics has become so scarce in the Asheville section that addicts are reported to be paying $2.00 for a grain of morphine, when obtainable.

D. A. Irvin, a recent graduate of the State University School of Pharmacy, has accepted a position as manager of Elk Pharmacy, Elkin.

G. B. Kornegay of Mount Olive has accepted a temporary position with Whelan Drug Store, Durham, while the manager, **C. L. Clodfelter,** is away on vacation.

Hilliard Bobbitt of Clinic Drug Store, Glen Alpine, and a party of friends recently spent a week on the coast of South Carolina. We're wondering if Mr. Bobbitt had as much luck with salt water fishing as he does on Lake James, fresh water lake of Burke-McDowell counties. Several weeks ago he showed us a picture of eight large bass which he and a friend of his had caught in Lake James.

Moss Salley, of Salley's Drug Store, Asheville, sustained an accident to his left eye when his young son misdirected a fishing pole from the stream to the eye on July 4th. After being kept in a dark room for ten days the eye responded to treatment and he is back on the job once more after a narrow escape.

J. W. "Ham" Harrison, who was program director at the Convention of Amateur Radio Operators of the two Virginias and the two Carolinas which met in Asheville July 5 and 6, reports a successful convention despite the curtailment of attendance due to the incessant rains during July. Frank Kellers of Kellers' Drug Store, Clinton, S. C., who operates amateur radio station W4EOO and Frank Anderson of Richmond, Va., who operates station W3GWQ were in Asheville attending the Convention. Pharmacists as a rule have little leisure time but Frank Anderson, in addition to his duties in a pharmacy finds time to direct the communicating activities for the radio amateurs of Virginia, he being Section Communications Manager for Virginia for the American Radio Relay League, thus proving the adage that "the busiest men have the most time in which to accomplish deeds."

Maurice Cable, of Kenilworth Drug Store, is transforming a wilderness hillside behind his home on White Fawn Drive into a rock and fauna studded paradise. Maurice plans to cultivate the many varieties of plants indigenous to western North Carolina. Maurice says that two or three years will be required to show appreciable results.

Lewis M. Lamm

Lewis M. Lamm, popular druggist of Mount Airy, recently received widespread recognition of his abilities, not only as a pharmacist but as a golfer as well, through the medium of the *Winston-Salem Sentinel.* The Forsyth publication, under the heading "Personalities of the Northwest," had this to say about Mr. Lamm: "One of the most enthusiastic golfers in Mount Airy is Lewis M. Lamm, well-known druggist, who has won more than his share of golfing honors during the past 15 years. A charter member of the Mount Airy Country Club, he has won an impressive array of trophies and titles. Three times he has won the Mount Airy Country Club championship, the last in 1939. He won the "President's Cup" title of the club one year and has served as president of the club several times. He has three times been individual champion of the Southwest Virginia Golf Association.

However, golf is not the only sporting interest of this Granite City druggist, for he likes a good baseball game and the University of North Carolina football squad has no more loyal fan. Lamm, who was born at Lucama in Eastern North Carolina on December 4, 1900, received his early education at Lucama High School, later studying pharmacy at the University of North Carolina for two years between 1920 and 1923. He worked one year in Mount Airy between his two years at Carolina, where he received his pharmacy degree in 1923. He passed the state board that year and then returned to Mount Airy, one year later becoming a partner in the Turnmyre and Lamm Drug Company. He took over the store in his own name late in 1932 and has operated it as Lamm Drug Company for the past nine years.

He was married in 1927 to Miss Gertrude DeLay, of Rome, Ga., and they have two sons, 11-year-old Jimmie and 3-year-old Billy. He is a member of the Granite Masonic Lodge. He has served one two-year term as a member of the board of commissioners.

Correct Label

At the recent American Medical Association meeting Dr. Merrill Moore of Boston recommended that alcoholic beverages be put under the control of the Federal Drug Commission and suggested the following as a correct label to be applied to the liquor bottle: "DIRECTIONS FOR USE—Use moderately and not on successive days. Eat well while drinking and, if necessary, complement food by vitamin tablets while drinking. WARNING: May be habit forming; not for use by children. If this beverage is indulged in immoderately it may cause intoxication (drunkenness), later neuralgia and paralysis, and serious mental derangement, such as delirium tremens and other curable and incurable mental diseases, as well as kidney and liver damage."—*N. W. Druggist.*

"Business is never so healthy as when, like a chicken, it must do a certain amount of scratching for what it gets."

—Henry Ford.

Goats Milk

In a recent communication to the Editor of this publication, P. J. Suttlemyre of Hickory had this to say about the effectiveness of goats milk: "I have been selling some goats milk and a good friend of mine asked me if it was good for stomach trouble. I told him that it is said goats milk will heal ulcers of the stomach, especially when the goat has been on a tin can diet and is saturated with soldering fluid. It is my belief, however, that the goat should have a newspaper diet along with sardine cans to supply a full alphabet of vitamins from A to Z."

Certified Quality Drug Stores

Fifteen independent drug stores in Asheville and nearby towns have mutually agreed to co-operate in the advertising and merchandising of drug products of proven quality. The group, to be known as CERTIFIED QUALITY DRUG STORES, has already contracted for one-half page of advertising to appear weekly in an Asheville paper. Only Fair Trade merchandise will be featured.

The fifteen store members recently elected Moss Salley, B. L. Pinner and G. W. Matthews as an advertising committee to select the merchandise to be featured each week. H. E. Phillips, acting as secretary of the group, has prepared some special display material to be used by each individual store member.

Marriages

Miss Effie Virginia Thurman, of Rocky Mount, and **Richard Speight Bunn,** of Battleboro were married in a private ceremony solemnized at the Church of the Good Shepherd, Rocky Mount, on Saturday afternoon, June 28. Immediately following the ceremony Mr. and Mrs. Bunn left for a bridal trip to western North Carolina, after which they will be at home at 717 Maury Place, Norfolk.

Mrs. Bunn is the daughter of Mr. and Mrs. John W. Thurman of Rocky Mount. She made her debut in Raleigh and in 1939 reigned over the Fifth Annual Gallopade as Queen Caroline.

Mr. Bunn is a graduate of the State University School of Pharmacy and has been associated with The Upjohn Company since the first of the year. Prior to that Mr. Bunn operated Bunn-Matthews Drug Company in Rocky Mount.

Miss Margaret Eleanor Johnson became the bride of **Donald Alton Plemmons** in a ceremony Sunday afternoon, June 29, at St. Mark's Lutheran church in Asheville. Upon their return from a wedding trip the couple will reside in the Grayson Apartments, Asheville.

Mrs. Plemmons, the daughter of Mr. and Mrs. **Roy J. Johnson** of Asheville, is a graduate of Furman University. She is a member of Pi Gamma Mu honorary fraternity and is active in musical circles in Asheville and Black Mountain. She is a member of the faculty of Black Mountain high school.

Mr. Plemmons, a graduate of Mars Hill college and the State University School of Pharmacy, Chapel Hill, is associated with Piner's Drug Store, Asheville, as pharmacist.

Miss Virginia Dare Cates of Raleigh and **Gaither Frederick Johnson, Jr.,** of Winston-Salem were married in the Capital City on July 11. The young people will make their home in Chapel Hill after September 1.

Mrs. Johnson, the daughter of Mr. and Mrs. Charles G. Cates of Raleigh, is a recent graduate of the University of North Carolina. The groom, better known as the leader of Freddie Johnson's orchestra, graduated from the State University School of Pharmacy last year and successfully passed the Board of Pharmacy examinations in early June of this year, making the highest mark on the Practical Examination of any of the candidates. At the present time his band is playing a number of engagements at various resorts on the Virginia Beach.

Deaths

C. L. Cannon, former Ayden druggist, died in Rocky Mount on June 27 of a heart attack. For many years Mr. Cannon had been associated with M. M. Sauls of Ayden

in the drug business, leaving only recently to accept employment in Rocky Mount.

Surviving are his wife, Mrs. Ida Cheek Cannon; four sons; a brother, J. D. Cannon of Ayden; and two sisters.

Frederick Macon Seagle, age 54, died in Charlotte on July 4. Mr. Seagle, the son of the late Nathaniel Macon and Louisa Rinehardt Seagle, was educated in the schools of Hickory and the University of North Carolina. He graduated from the State University School of Pharmacy in 1905 and passed the N. C. Board of Pharmacy in the same year.

He was formerly connected with Menzie's Drug Company, Hickory; Adams Drug Company, Gastonia, and Paramount Drug Company, Asheville. For a short time he was connected with a drug establishment in Dallas, Texas, following which he returned to this State in 1920 to accept a position with Burwell and Dunn Company, Charlotte. For the past 21 years, Mr. Seagle had been continuously in the employ of Burwell & Dunn.

He is survived by his wife, the former Miss Lillian Stalings of Danville, Virginia.

Price Cutting and Gross Profit

Most retailers detest price cutting on principle but feel compelled to do so to meet competition. Here is what they frequently overlook. Based upon a twenty-five per cent gross profit on selling price, a two per cent cut requires an 8.7 per cent increase in sales to make the same gross profit!

A 3% cut requires a 13.6% increase in sales.

A 5% cut requires a 25% increase in sales.

A 7½% cut requires a 40.9% increase in sales.

A 15% cut requires a 150% increase in sales.

A 20% cut requires a 400% increase in sales.

In other words, if you think you can do four times the business by cutting prices 20% go ahead and do it, but if sales don't skyrocket you will be left holding the bag, losing money instead of making it. A glance at these figures should discourage price cutting, when the actual increase in sales required to maintain the desired gross profit is noted. *The Pennsylvania Pharmacist.*

CUSTOMER RELATIONS AS APPLIED TO THE RETAIL DRUG STORE

(Continued from Page 148)

invariably feel that an attempt to substitute has been made if you show them an unknown product or a lower-price product when they requested a nationally advertised product.

Obviously, it is impossible for a retail drug store to carry every item of every manufacture. However, if Zinc Oxide Ointment is wanted and a particular brand is specified which you happen not to have in stock at the time and a well-known brand is shown, there is not the same feeling on the part of the customer that an attempt has been made to substitute. They know you cannot carry everything of every manufacturer's make. However, they do expect you, as a pharmacist and as a man trained in buying *quality* merchandise, to be in position to select merchandise that will meet the highest standards. They have a right to expect this of your store. When your customers take that position your store will continue to be the leader in your community.

Your business is a most important one. The health of your community depends upon it. You have every right to be proud of your profession.

In my opinion the drug stores in North Carolina are far above the average and rank very high in the drug world of today. If you want to hold your customers' good will *train your personnel, render intelligent service,* and stock the best *quality merchandise* obtainable. Not only will such a plan assure you of doing more business immediately, but it will be your assurance of continuing to be the leading drug store in your community.

A public office holder died and at his funeral an office seeker approached the Governor of the state and asked if he could have the dead man's place.

"I have no objection," said the Governor, "if the undertaker is willing."

"Did you get that man's number?" a traffic officer asked another policeman.

"No, he was going too fast."

"Say, that was a fine looking gal in the car."

"Wasn't she!"

A life insurance agent approached Mose Taylor, a very much married negro.

"Better let me write you a policy, Mose," he suggested.

"No, suh," said Mose emphatically. "Ah ain't none too safe at home as it is."

"I want to be procrastinated at the nex' corner," the colored woman said to the street car conductor.

"You want to be what?" he asked.

"Now, don't you-all lose your tempah. I had to look in the dictionary mahself befo' I found out procrastinate means to put off. Yessuh, you can procrastinate me at Liberty Street."

Then there was the traveler who asked a native of a remote region in the Ozarks if he didn't have trouble getting the necessities of life in that inaccessible spot.

"Yes, we do," said the mountaineer," and half the time we do get it, it ain't fit to drink."

A ragged tramp entered a Bowery saloon which was infested with flies. If he could have a drink, he said, he would kill every fly in the place. The bartender gladly accepted his proposition and gave him a drink. The bum went to the door, opened it, took off his coat, rolled up his sleeves and said, "All right, Boss, I'm ready. Send 'em out one by one."

It Pays You in Dollars

MR. DRUGGIST, it will pay you in dollars to keep adequate stock of Capudine. Our intensive newspaper advertising in North Carolina, with regular insertions every week, reaches over one million people. THAT'S BOUND TO BRING CUSTOMERS TO YOUR STORE.

So stock up now . . . buy the $8.00 deal and get the extra 5% bonus. With this DEAL every sale means EXTRA PROFIT, both by the package and at the fountain.

Give Capudine a prominent display on your counter. It's a sure repeater and a generous profit maker.

Write for dose measure glass, counter cards and dummy cartons.

CAPUDINE CHEMICAL COMPANY
RALEIGH, N. C.

The Carolina Journal of Pharmacy

PUBLISHED MONTHLY BY THE
NORTH CAROLINA PHARMACEUTICAL ASSOCIATION
AT CHAPEL HILL, N. C.
W. J. SMITH, MANAGING EDITOR
Entered as second-class matter July 5, 1922, at the post office at Chapel Hill, North Carolina under the Act of March 3, 1879

Annual Subscription, $1.00 — Single Numbers, 15 Cents

Vol. XXII — SEPTEMBER, 1941 — No. 9

Sales Tax Exemptions

A preliminary check by Association officials reveals that only a small percentage of pharmacists took advantage of the additional exemptions allowed under the Amended Sales Tax Act effective July 1, 1941. If you have not already done so, read the article *Changes in Sales Tax Law* as published in the July issue of the CAROLINA JOURNAL OF PHARMACY, pages 144-145. If you have misplaced your copy, you may obtain another one without cost by writing W. J. Smith, Drawer 151, Chapel Hill.

Ice Cream, when sold for home consumption, is exempt from the tax as are baby foods, dried milk products, flavoring extracts, etc. In reporting taxable sales, any type of accounting will be permitted which will reveal a true and accurate record of sales. In all instances a gross sales record will be required.

Your daily exemption from the amended Act may not be impressive, nor may you consider it worth your time and trouble to keep the necessary record, but over a period of twelve months the saving will fully justify your efforts.

New Requirements for Commissions in the Army

According to information received from Congressman Carl T. Durham, member of the House Military Affairs Committee, pharmacists applying for commissions in the Army must under the new requirements, serve six months in the Army, attend Officers Candidate School in Carlisly, Pa., for three months and then agree to serve a year after commissioning.

The following comments concerning the changed requirements for commissions appeared, in part, in a recent issue of the *Journal of the A. Ph. A.*, Practical Pharmacy Edition: "With the rare exception of the individual who has been graduated by West Point, Annapolis or one of the other schools mentioned (C. M. T. C. Camps, R. O. T. C., Air Corps Training Center, etc.) in addition to having been graduated from an accredited college of pharmacy, pharmacists applying for commissions will have to attend an Officer Candidate School for three months to qualify. Before being admitted to an Officer Candidate Schol the pharmacist must have completed six months of military service and he must agree in writing to accept twelve months' extended active duty if commissioned. Hence, a pharmacist-selectee who applies for a commission will be in service for a minimum of twenty-one months, and the chances are that his service will be somewhat longer than that period."

"Under former regulations, pharmacists who have been granted a degree of Bachelor of Science in Pharmacy from a school approved by the American Council on Pharmaceutical Education and who had at least one year's experience in the practice of their profession were considered eligible for enrollment in the Army Extension Course for examination for appointment as Second Lieutenant in the Medical Administrative Corps Reserve."

Cancer Cure

(Exact reproduction, with name and address omitted, of a letter recently received by one of the State Departments in Raleigh).

Dear Sir:

You will find in the accompanying pkge. to this letter, a medicine which is a sure cure for cancer, being sent for test, and trial to prove its self. I am the manufactor of the same, and have known this secret over fifty years; but its use has only been in a private form, and does not reach all who need it. This medicine is also fine for sores, and especially old sores, Scrofulas and such sores that appear on the surface of the body which are relative to Cancers.

This medicine contains no poison whatever; and is not dangerous to handle; can even be tasted with safety, and is clean!

For eating cancer treatment, Plaster the medicine over the mouth of the cancer well; then cover that with a thin scrap of clean white old cloth, cut just a little larger than the mouth of the sore, pressed down so it will stick well; then bind up and let remain (24) hours; then remove clean off the sore and dress again the same way. This medicine kills the Cancer, and draws it out, I mean, it draws out the roots; and the roots are small like Spider-webs; so in removing the plaster carefully lift it from one side, peeping under it with care to see if straws like Spider-webs extend from the mouth of the Cancer to the plaster. And as long as the straws lasts, continue the plasters; but when all straws like webs disappear, then clean off the sore, dress it without the medicine to heal up. And when you are convinced with this medicine recommendation, then tell me how that I may be permitted to reach the Public with it.

I am thanking you in advance for your reply, hopeing to hear from you soon.

XXXXXXXX

Pharmaceutical Concern to Be Established in Greensboro

L. P. Mayrand, pharmacist of Rahway, New Jersey, plans to establish a pharmaceutical manufacturing plant in Greensboro shortly after September 1. According to information released by R. Bruce Etheridge, Director of the Department of Conservation and Development, the new firm will manufacture a general line of pharmaceutical preparations including ampuls, solutions, tablets, tinctures, etc. Analytical, medicinal, photographic and technical chemicals will also be handled.

"The new plant will have complete laboratory and manufacturing facilities. The products manufactured and handled will be controlled and tested on the premises and research will be carried out in connection with the development of specialties."

Pharmacist Mayrand has been in the Analytical Laboratory Division of Merck and Company, Inc., in various executive positions, since August 1926 with the exception of eighteen months during which he took a post graduate course. He holds a Master of Science in Pharmacy degree from the University of Minnesota, 1929, and a Bachelor of Science in Pharmacy degree from the University of Saskatchewan, 1926.

Prior to his work in the United States, Mr. Mayrand was associated with Liggett Drug Stores in Western Canada.

Dr. Herman D. Jones Appointed Director of Research, The S. E. Massengill Company

Dr. Herman D. Jones, formerly associate professor of organic and bio-chemistry at the Alabama Polytechnic Institute, Auburn, Alabama, has recently joined The S. E. Massengill Company, Bristol, Tennessee, as Director of Research.

Graduated at Auburn in 1924, Dr. Jones immediately joined the college's chemistry department. From 1928 to 1930 he was Research Chemist for a nationally known company in New Mexico. In 1934 he did special biological work at Cold Springs Harbor, New York, and in 1939 was awarded his Ph.D. in bio-chemistry at Vanderbilt University.

Additional Research Laboratories are now being completed under the direction of Dr. Jones, who will have complete control of the company's Research work.

We're Not Too Busy

By Maurice LeRoy Cable
Kenilworth Drug Store, Asheville

The professional pharmacy need not be classified as an individualist in the field of retail drugdom. On the contrary, every retail drug store can and should be a professional pharmacy in every respect, from the suburban drug store serving a neighborhood to the highly departmentalized uptown store.

To gain this recognition with the medical profession we must not only leave an impression that we are practicing professional pharmacy, but also produce constant, conclusive evidence of such practice.

The pharmacist, in his daily contact with the physician, can do an equal or better job detailing his prescription department and his ability to serve the physician than the commercial detail salesman who offers only the products of his house. The pharmacist can start where he leaves off.

For very obvious reasons, the physician takes more interest in a pharmacy that does its own manufacturing of medicinal preparations as equipment will allow. The physician does not hesitate to send an office order or a difficult prescription to such a pharmacy. The evidence he has seen and the assurance he has received from the pharmacist who detailed him has won his confidence and conviction that any and all orders will be treated ethically and no small technical procedure will be omitted.

The preparation of such official formulae as Compound Iodine Solution, Compound Mixture of Opium and Glycyrrhiza, Antiseptic Solution Alkaline, Mixture Rhubarb and Soda, Calamine Lotion and many other official and non-official preparations can be made in the prescription room, incidentally, at 20% to 50% more profit than the price asked for by wholesalers and manufacturers.

Most of us use the "too busy" slogan when asked why these and many other preparations are not made in the prescription room. The wholesale druggist and manufacturer find the compounding fee lucrative enough to warrant time in manufacturing and supplying these formulae. Since the primary object of drug store operation is profit and salaries are paying for time and ability, this profit need not be spent in compounding fees for someone else.

The physician friends of your pharmacy do not overlook this pharmaceutical service. They become conscious of the fact that you are practicing pharmacy in a strict sense, instead of considering your prescription room a "necessary evil" of secondary importance in the operation of a profitable store.

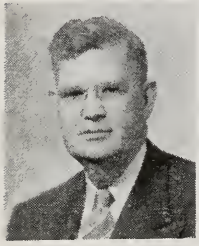
There is nothing new said herein, just a reminder that, with organized time, we can do away with the "too busy" line and promote a closer affinity between physician and pharmacist, granting that we have the time and want the profit.



Maurice LeRoy Cable

The Guion Brothers: Clyde, Clayton and Howell

The JOURNAL takes pride in the accomplishments of the three brothers pictured below: All three attended the University of North Carolina School of Pharmacy and are registered pharmacists; they own independent drug stores, are members of the North Carolina Pharmaceutical Association and, by reason of their outstanding ability and character, have contributed to the advancement of the profession.



CLYDE DOYLE GUION, the oldest of the three brothers, was born in Unionville, N. C., on May 23, 1891. He attended Unionville High School and the U. N. C. School of Pharmacy following which he was licensed as a pharmacist in 1916. Mr. Guion's practical training was gained under the late J. C. Wolfe who operated the Wolfe Drug Company of Waxhaw for many years. On February 2, 1917, he established the Guion Drug Company of Cornelius and has operated the business continuously since that time. He is a Mason, a member of the Methodist church, likes to hunt, and has a son, Rodney Lynn, age one year. Photo by Franklin Studios, Charlotte.



CLAYTON LLOYD GUION, second oldest of the three brothers, was born in Unionville on August 21, 1897. After graduating from the local high school and working for his brother in the Cornelius store, he attended the Pharmacy School at Chapel Hill. After passing the Board of Pharmacy in 1921 he was associated with the George C. Goodman Co. of Mooresville for a time. For the past several years he has managed the Bryan Drug Company, Inc., of Aberdeen, one of the most successful drug stores in Moore County. He is affiliated with the Masonic Lodge, likes to fish, and has two step children; Martha Lou, age 13, and Everett Lewis, age 10.



HOWELL NEWTON GUION, the youngest of the three brothers, was born in Unionville on March 25, 1900. Like his brothers, Mr. Guion attended Unionville High School and the State University School of Pharmacy, graduating with the class of 1921. Before going to Chapel Hill he worked in his brother's store at Cornelius and the Horsley Drug Company of Bessemer City. After receiving his pharmacist's license he was connected with the Independence Drug Company of Charlotte for two years before establishing his own business, the Guion Drug Store, in Marshville, which he operates at the present time. He is a member of the American Legion, the Union County Welfare Board, Vice-President of N. C. Beagle Club and the Masonic Lodge. His hobbies are fishing and raising pure bred beagles. Prominent in church work, he served as Sunday School Superintendent of the Marshville Methodist Church from 1928 to 1939.

We Lost Three Students!

By H. C. Christensen, *Secretary*
National Association of Boards of Pharmacy

The N. A. B. P. Annual Census of Pharmacy tabulation just completed shows 8,759 students registered in 68 colleges of pharmacy in June 1941, as against 8,762 students so registered at the same time last year—a total loss of three students. For the past three years, there has been a gain in enrollment each year over the one previous and it is encouraging to note that there has been no considerable drop during the present emergency. Universities in the insular possessions are not included in these figures.

The number of seniors graduating in 1941 was 1,624, as compared with 1,533 last year, an increase which was predicted in view of the higher 1937 freshman enrollment. The dropout percentage on the basis of the 1937 freshman count of 2,482, and a graduating class of 1,624 this year, was only 33%. This is considerably less than heretofore—last year the drop-out percentage was estimated at 46%.

The new student count, which includes not only the freshman but also the new students of advanced standing that have enrolled, was 2,970 this year as against 3,099 last year, a drop of 129. The year previous (1939) showed a new student count of 2,920.

Board Statistics

The returns from all the states with the exception of California show 2,254 pharmacists registered by examination this year as against 2,292 for 46 states (incomplete) last year. In a few instances, this return covers the Board's fiscal year instead of the calendar year 1940. As the examination registration in California usually runs quite high, it is probably safe to predict that the replacement figure of 2½% or 2,500 new pharmacists has again been met.

The total number of R. Ph. candidates taking the Board examination in these 47 states and the District of Columbia during 1940 was 3,450. Those receiving licenses totaled 2,254 making the passing percentage for the country as a whole of 68% as against 62% last year. It should be pointed out that this average has been dragged down considerably by non-graduates still taking examination under exemptions, etc. It is in no sense an index of the number of four-year graduates passing the Board.

Thirteen states still reported assistant examinations and had registered 445 new assistants, as against 355 last year for eleven states (incomplete). The total outstanding assistant licenses for the country as a whole were reported at 4,621, as against 4,512 last year.

These same 47 states and the District of Columbia reported 52,937 drug stores, and if we make an allowance of 3,374 stores for California (U. S. Census of Business) the total will be 56,311 for the country as a whole. The U. S. Census of Business figure for 1939 was 57,903 but that includes patent medicine outlets and does not list licensed Board outlets such as hospitals, dispensaries, department stores, etc. This accounts for the variation in the different counts, which depend, of course, on the definition of a drug store.

These same 47 states and the District of Columbia report 101,324 registered pharmacists on the roster and *in active practice within the state.* Estimating 6,000 pharmacists for California, the national total would be brought to approximately 107,000. The 1930 U. S. Census showed 104,000 and although the 1940 census figure is not yet available, the census officials report that so far the figure is quite close to that of 1930. With 56,311 drug stores, this means that we can still count on 1.8 R. Ph. per store—a figure which has been constant for many years.

Plans for N. A. R. D. Convention Are Maturing

Both in the Chicago headquarters of The National Association of Retail Druggists and in Cleveland, where the members of the Convention Committee are hard at work, plans for the forty-third annual N. A. R. D. Convention, which will be held in Cleveland, October 6 to 10, are being pressed vigorously toward completion. Because Cleveland lies on the imaginary boundary between the East and the Middle West and thus in the center of the most populous part of the United States, it may reasonably be expected that the attendance will break all records, declared Executive Secretary John W. Dargavel in a recent statement.

"The new problems created by the war emergency, by recent legislation, and by pending and expected tax measures, so seriously affect the welfare of the independent retail druggists of the nation that the need for a united front is greater than ever before," he said. "So the forthcoming convention will be no routine gathering of drugdom, but a solemn conference in which druggists from every section will meet to make far-reaching decisions.

"There will be entertainment, to be sure, to occupy all the time of the ladies and to furnish relaxation for the delegates after their deliberations; and the quality and variety of the entertainment features will equal or surpass those presented in any former convention; but the emphasis is decidedly on the serious business of determining what course retail druggists should follow amid all the changes which will confront them during the coming year."

The roster of speakers has not been completed, by any means. The list of speaking talent available is being scanned carefully to assure that those selected are men who have messages that will give the delegates something to carry home with them. It is known that one of the speakers will be A. G. Murray, chief of the division of the Food, Drug and Cosmetic Administration which has charge of enforcement in the drug field, who is perhaps more competent than any other man to answer many complex and puzzling questions with which the retail druggist is confronted. He can speak with authority on the intent and effect of the Food, Drug and Cosmetic law and the regulations promulgated thereunder.

Another authority to be heard is H. J. Anslinger, head of the Narcotics Division of the Treasury Department, who will point out what the druggist will have to do to fit his prescription practice to the requirements of the Narcotics law and present regulations thereunder.

Special emphasis will be laid this year on messages from the druggists themselves, and a heavy draft has been made on talent from within the N. A. R. D. Dr. George L. Secord, former N. A. R. D. president, and Edward Spease, Director of Professional Relations, will headline a program devoted to physician-pharmacist relations; and Keith Keller, an N. A. R. D. member who is nationally recognized as an authority on drug store merchandising will preside over a session featuring such speakers as Paige L'Hommedieu, of Johnson & Johnson; Walter Quinlan, of the Pro-phy-lac-tic Brush Company; and Zenn Kaufman, author of some of the best textbooks on merchandising, including *Showmanship in Business.*

Retail Drug Institutes

After completing a special course in drug store merchandising at the University of Tennessee, W. Lee Moose of Mount Pleasant is organizing a third series of Retail Drug Institutes in Charlotte, Concord, Gastonia and Shelby.

The first program of the third series will be held in Shelby on Monday night, September 1, followed on successive nights in Gastonia, Concord and Charlotte. A new topic, *Changes in the Sales Tax Act*, has been added to the sixteen subjects covered in the first two series of Institutes held in Greensboro, Durham, Raleigh and adjacent territory.

The Inquiring Reporter

The Question

What in your opinion is the most serious problem facing the retail drug industry at the present time?

The Answer

C. Macbeth Cain, Henrietta Drug Store, Henrietta: "The most serious problem facing the retail drug industry today is not on the dollar side of the ledger—important as that is in providing shoes for little Willie. The problem of the hour is how to safeguard the integrity of American pharmacy and preserve its individuality and initiative in a nation already badly infected with the virus of institutionalism and regimentation. Pharmacy, as a profession, might profitably ponder the old admonition: Stand ye in the ways, and see, and ask for the old paths, where is the good way, and walk therein, and ye shall find rest for your souls."

M. C. Miles, Miles Pharmacy, Henderson: "For a decade or more, certainly at the present time, the most serious problem facing the retail drug trade is price cutting; a practice which to my mind paralyzes cooperation in our profession.

"Take for example the drug stores in North Carolina doing an annual business of $15,000 to $25,000 which are in the majority. These stores are doing a smaller volume of business due primarily to the larger drug and grocery chains selling standard merchandise at a much lower price than it is nationally advertised to retail for. I realize this practice exists everywhere and perhaps will continue until drug store merchandise is sold only in drug stores under the direct supervision of a registered pharmacist.

"I want to take this opportunity to commend those men who were responsible for the enactment of Fair Trade legislation which has relieved the situation to some extent, but to my mind has not yet finished the job."

J. Louis Cobb, Aaron's Pharmacy, Inc., Mount Olive: "Pharmacy is that *Art* which deals with medicinal substance. In all *Art* the secret of *Beauty* has as its key *Balance*. This is true in music, painting, sculpture and the art of letters; it is equally true in pharmacy! All too much "Bally-hoo" has been tom-tommed to sell us on the idea that we are cold, calculating and, I might add, soulless scientists. Let's forget science and think of ourselves as an association or guild of artists.

"*Balance*—let's key our industry to *Balance*.

"Tomorrow's purchases should be in correct proportion (balance) to today's total gross sales. By disregarding this "key" we buy duds ofttimes which, like termites, eat the rounds from our ladder of success.

"Let's have artistic balance in all things: Overhead, cooperative displays, public relations, advertising, our promotion work and in our relations to our 'Fellows' in our *Art*."

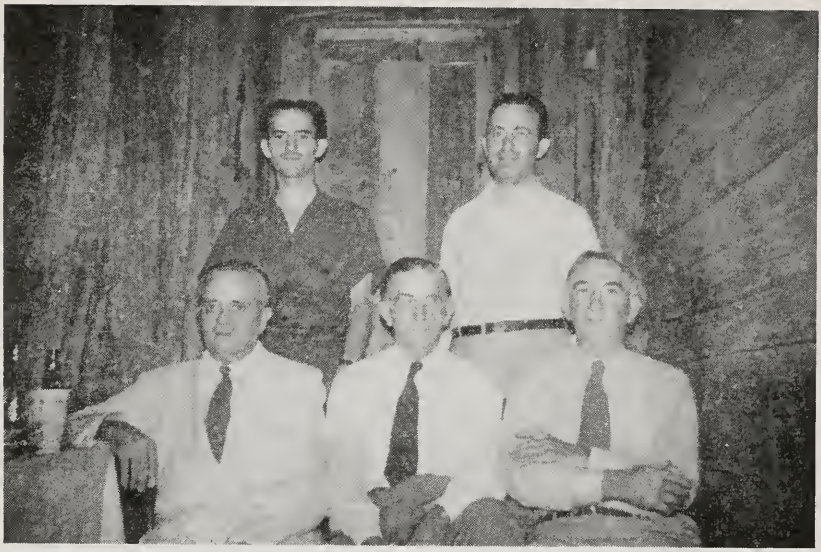
O. R. Black, Central Drug Store, Bessemer City: "Unprofessional ethics practiced by a sufficient number of pharmacists to cause a most deplorable condition in our profession is the most serious problem facing the retail drug trade at the present time. Present-day pharmacists receive little compensation for their professional efforts or for the long drudgery hours which they maintain. For example, in Gastonia a graduate in pharmacy has a sign on his window which reads: 'Cut Rate On All Prescriptions,' and he is working fourteen hours a day.

"Lack of organization and understanding by the members of our profession, in my opinion, constitutes a grave problem."

Narcotic Robbery in Swannanoa

Members of the Buncombe County sheriff's department nabbed Jack Perkins as he was leaving Ward's Drug Store of Swannanoa on the morning of August 3. Officers said Perkins had his shirt full of various narcotic drugs and was wearing socks on his hands to keep from leaving telltale fingerprints in the store.

Perkins was sentenced to 10 years in the state penitentiary on August 18.



Informal photograph of the newly elected and retiring officers of the Asheville Drug Club. Shown seated left to right: George W. Matthews, vice-president; Q. T. Bilbro, retiring vice-president, and R. J. Johnson, retiring president. Top row: Beaman L. Pinner, president, and H. E. Phillips, re-elected secretary-treasurer.



Shown speaking to a portion of the large crowd which attended a recent meeting of the Asheville Drug Club is Roy J. Johnson, president. The first gentleman seated on the left, Lloyd Jarrett of Biltmore, is apparently getting ready to roll a "Bull Durham." Notice the unique source of light; the unfinished woodwork. The meeting was held in a one hundred year old farm house surrounded on three sides by mountain peaks more than 4,000 feet high.

Pinner Elected President Asheville Drug Club

Beaman L. Pinner, proprietor of Pinner's Drug Store, Asheville, was elected president of the Asheville Drug Club at a recent meeting of the organization held near Black Mountain. George W. Matthews of Grove Park Pharmacy and H. E. Phillips, city salesman of the Dr. T. C. Smith Company, Asheville wholesale drug firm, were selected as vice-president and secretary-treasurer respectively to serve with President Pinner during his tenure of office.

The Club, one of the most active in North Carolina, met in the headquarters of the Asheville Rod and Gun Club located about twenty-five miles from the city on the night of July 30. Practically 100% of the members from Asheville, West Asheville and Biltmore were on hand for the meeting.

Roy J. Johnson, retiring president, outlined the accomplishments of the organization during the past year and pledged his continued support of the many worth-while activities which the Club has undertaken. He called on John Goode who introduced the three scheduled speakers on the program: Professors Ira Rose and H. M. Burlage of Chapel Hill and W. J. Smith, Secretary-Treasurer of the Association. A wide range of topics from recent changes in the sales tax law to shortage of pharmacists in North Carolina were discussed by the speakers.

Immediately following the speaking program, members and guests of the Club were entertained for several hours by Lloyd Jarrett, Chairman of the Program Committee. The Club unanimously voted to accept Southern Dairies' invitation to hold their next monthly meeting in the club room of the Southern Dairies, Asheville.

Recognition is herewith accorded the following Asheville firms who contributed merchandise to the Club without cost: Smoky Mountain Distributors (Schlitz and Ballantine Beer), Better Beer Company (Pabst Beer), Atlantic Beer Company (Atlantic Beer), Dr. Pepper Bottling Company (Dr. Pepper), Coca-Cola Company (Coca-Cola), 7-Up Bottling Co. (7-Up), Toms Peanut Company (Toms Peanuts) and Hav-A-Tampa Company (Hav-A-Tampa Cigars).

National Pharmacy Week

Although National Pharmacy Week, October 19-25, is still quite some time off it is not too early to begin preparations for it. A series of radio broadcasts and personal appearances by pharmacists before civic organizations are being planned this year.

To assist in promoting the work, President Ralph Rogers of the N. C. P. A. has appointed the following National Pharmacy Week Committee: Sam Welfare, Winston-Salem; T. G. Crutchfield, Greensboro; John Brantley, Jr., Raleigh; E. S. Benson, Wilmington; E. W. Woolard, Henderson; Moss Salley, Asheville; W. R. McDonald, Jr., Hickory; I. T. Reamer, Durham; Paul Bissette, Wilson; T. C. Yearwood, Charlotte; S. G. Etheridge, Elizabeth City; T. J. Robinson, Jr., Goldsboro; E. L. Bradshaw, Kinston; E. C. Adams, Gastonia and S. R. Horne, Fayetteville.

Suggested radio scripts and prepared talks suitable for use before civic organizations can be obtained without cost from the Chairman of the National Pharmacy Week Committee, Mr. John O'Brien, 1700 Douglas Street, Omaha, Nebraska. Your wholesale druggist has professional window displays again this year; request yours now before the supply is exhausted.

Gamble Bowers Elected Secretary-Treasurer Owens & Minor Drug Company

Gamble M. Bowers, representative of Owens & Minor Drug Company in eastern N. C. for the past twenty months, has been elected Secretary-Treasurer of the Virginia wholesale drug firm. Mr. Bowers will leave Rocky Mount, his North Carolina headquarters, for Richmond the latter part of August.

J. Curtis Nottingham, a graduate pharmacist of the Medical College of Virginia, has been selected to succeed Mr. Bowers in this State. Mr. Nottingham has had both chain and independent experience as a retail pharmacist, plus four years of selling experience with the Upjohn Company.

Background for Effective Interprofessional Relations*

By J. W. SNOWDEN, *Manager*
Prescription Marketing Service, Pictorial
Paper Package Corporation

"How can I get doctors to *want* to cooperate with me?"

Here is the main problem in the doctor-pharmacist relationship and one which must be solved before any success in their relationship may be expected. You can't make love to a girl when she's leaning away from you and you can't get a doctor's cooperation if he isn't in complete sympathy with what you are trying to do. The establishment of an understanding acquaintance between you and the doctors in your locality is absolutely essential for intelligent cooperation, which means a type of cooperation that will enable you to make greater profits through being relieved of the necessity of stocking too many duplications of items and through encouraging the greater use of official medicines.

Let us be very thoughtful in approaching this matter of getting the doctor to want to cooperate with you. Let us try first to understand the doctor, to determine what manner of person he is, what makes him tick.

The doctor, when you study him, is just like all the rest of us humans. He wants to be a success and because of this wants a reputation for successful treatment. Therefore, he is anxious for information but he may not be anxious enough to want to go to much trouble to get it. He wants to get it the *easiest* way. This is what makes him so susceptible to the detail man. This is why he will welcome *you* when you can bring him something useful *if* he has confidence in you. Considering the host of new developments in the drug field, the doctor needs an associate but you can bet your bottom dollar on the fact that he will not accept an associate in whom he does not have implicit confidence.

Therefore, *the first principle in building a background for effective interprofessional relations or getting doctors to want to cooperate with you comes down to a matter of creating his confidence in you.*

Building doctor's confidence in you seems to depend upon two things: first, the apparent ability of the pharmacist to meet his obligations as a scientifically trained person who is not only a pharmacy graduate, but a man who is interested in Pharmacy and who keeps up with developments; second, making it evident through your attitude and through your store that you think Pharmacy is important. It is this last point with which I want to treat in some detail. Many pharmacists have ability but they fail to get across the idea that they think Pharmacy is important. And under such circumstances it is futile to attempt to make others think it is important.

I speak with confidence on this point because of a survey we made two years ago of pharmacy success stories. The reason we made this survey was to try to find, if possible, if there was a common denominator, a basic principle in all these success stories. When the results were in—results showing a pharmacist here increased his business notably by improving his store front; another there did it by improving his prescription department; another did it by improved packaging or equipment—we did see the basic principle and it was very simple. It was this: *they made prescriptions look important.* For the very first time customers who came into these stores for cigarettes, toothpaste, and other drug store merchandise were impressed with the fact that their druggist was interested in prescriptions, that he was a pharmacist, and it is only natural that people believe that a man who is interested in what he is doing will be more capable at it than one who treats it as a mere sideline.

* Presented at the 1941 Convention of the N. C. P. A.

When you go out to call on the doctor, you are attempting to sell him something and one of the basic principles in selling is to be believable. And you can't be believable if what is evident to the eye contradicts everything that you say. You can shout until you are hoarse that there is no medicine like prescription medicine and no one can do quite as good a job of compounding as you can, but unless it is apparent in other ways that these things are true, few will pay you serious attention.

Once in a while when I'm talking to some pharmacist about the value of good packaging, I'll have some such response as, "All that stuff is a lot of bunk!" Sure it is—it's bunk. But let us redefine this rather unhappy term when applied to these matters. and what we have is "impression of value." This matter of making prescriptions look important doesn't make prescriptions any better; it only makes people *think* they're better. But in that qualifying phrase lies the force that is more responsible than any other single one for directing the nation's feet toward its favorite retail counter. The Field's and the Tiffany's use it, this "impression of value" or bunk, if you will, to get across the idea of supervalue. The chain stores use it to create the thought that their merchandise is consistently lower priced than independent competition. What, when you get right down to it, is the highly touted salutary effect of the doctor's bedside manner but "impression of value," or bunk? It doesn't make the doctor a better diagnostician or fundamentally better in any sense, but it does enable him to control the patient and to build business. It will enable you to do the same thing and that's something you can't do with price appeal alone.

Having ability and looking it is professional follow-through and the doctor has every right to expect this type of co-operative follow-through from you to help maintain the patient's confidence in the treatment the doctor has prescribed. The doctor thinks the prescription is important or he would never have written it. The patient must assuredly think so for it is the only tangible evidence he has of the money he's paid for the doctor's service. Now if you don't make it look like you think so too, there's a let down. Doubt enters in and confidence in the entire set-up is shaken. Not only is this not helping the doctor, but this is where Pharmacy's competition enters; competition from patent medicines and medicine dispensed by doctors.

Making prescriptions look important or professional follow-through doesn't need to cost a lot of money. You have to have a store front anyway. You have to have a prescription department anyway. You have to have equipment anyway. You have to have packaging anyway. When you install these things, if, instead of trying to get by with the very cheapest you can, you select them with an eye to which will do the most for you in building business, that is, which will make prescriptions look the most important, you will not only be doing a good turn for yourself but for Pharmacy as well. You will, furthermore, have less trouble getting your price.

Store Front: Make the store front say things about you that you want said. Make it give off the kind of impressions you want people to have of you. Whether you plan it so or not, people passing back and forth in front of your store are forming some kind of opinion of you. If you want to build prescription business, more important than the matter of the front itself, is that you keep a professional display in your window, if not all the time, at least at regular intervals. How can people passing your store know you think prescriptions are important if you never give them any display in your window?

Store Interior: If store display sells merchandise, it will also sell prescriptions. The way to display prescriptions in the store is, of course, to make your prescription laboratory dramatic, attention-compelling. If you are interested in building prescription business, there should be no fixture in your store which would loom up beyond the prescription laboratory.

Equipment: The things you work with become quite commonplace to you but to the layman, they are quite impressive. Therefore, display your equipment where the public can see it. This is one of the advantages of the semi-open prescription de-

partment. A neighborhood pharmacist in Louisville, Kentucky, spent $27.00 opening up his prescription department and $7.50 for a glass burette which he suspended above the prescription counter. His report to me was that this burette had been worth $75.00 to him in advertising in a few short months, for two doctors had remarked about it and had become so impressed that they began writing prescriptions through his store.

When I first entered this field and having a hunch about what was wrong, I asked a group of college students to whom I was lecturing on an entirely different subject what kind of prescription they would rather their doctor write, one for a medicine made by one of the big manufacturers (I named two or three who did national advertising) or would they rather the prescription be compounded at the local drug store. The poll was extremely unfavorable to the local druggist and the reason was very simple. Most of these students were from smaller towns. They had never come in contact with real Pharmacy. They *had* come in contact with the manufacturer's advertising and had a mental impression of them with spotless laboratories containing great batteries of scientific equipment with technicians running around in white robes, and their impression of the local pharmacist in contrast to this was decidedly unfavorable to the pharmacist.

Packaging: Keep up the standard of professional atmosphere by your prescription package, for here is what the patient sees and her friends see of you when they are no longer in your store. Keep up the professional tempo inaugurated by the doctor. It is a poor compliment to the doctor and the patient both to package the prescription like it was just ordinary merchandise. To them it is anything but ordinary merchandise. It is extraordinary merchandise. Keep up the patient's confidence in the medicine by packaging it so that it looks extraordinary, enhance her opinion of the doctor by packaging that doctor's prescription so that it looks like the most valuable and precious medicine ever designed.

You can't say to a patient, "This prescription is dispensed better than any other pharmacist in town can do it, and it's a lot better than that patent medicine you have been buying or that medicine you have been getting from your dispensing doctor." You can't say that straight out to a customer, but you can *imply* it in a manner just as strong as though it were put into words by an authoritative third person—by the manner in which it is packaged. A 90c prescription doesn't cost the patient just 90c. If the doctor's charge is $2.00 it costs her $2.90. The customer is far better satisfied if it costs $2.95 for medicine that looks like $2.95 than if she is charged $2.90 for medicine that looks like about 79c.

We have a little philosophy about this whole subject of making prescriptions look important through dramatizing the store and package and that is this:

> What the prescription comes out of and what you put it into suggests what you put into the prescription.

When you get right down and think about it, what other way *is* there of getting across the story of top quality in an item whose quality is not apparent on the surface?

Good relations with the physician, therefore, like charity, begins at home. First build a background that will make apparent your ability to meet your obligations as a scientifically trained person. This you can do through making prescriptions look important. When you do this, you make what you say believable, establish confidence in the message you have to bring to the doctor.

PART II

Another way of making doctors want to co-operate with you is to help them sell their services. Three years ago we launched the phase "Individualized Medicine" as a rallying cry to help both doctors and pharmacists sell their services. I may be able to explain better how it works by describing how we came to originate it.

From all the hue and cry that originated with pharmacists about patent medicines, medicines dispensed by doctors and proprietary medicines, it seemed to us that there was an indication that people were not sold on prescription medicine. This hunch proved to be true for we instituted a survey with the public which disclosed the amazing fact

(Continued on Page 180)

Faculty of School of Pharmacy Off to Detroit

The entire faculty of the State University School of Pharmacy will be on hand when the opening meeting of the American Pharmaceutical Association gets under way in Detroit on August 17.

Professor Henry M. Burlage, voting delegate to the convention from the N. C. P. A., and Mrs. Burlage left Chapel Hill for Detroit on August 12. The Burlages plan to spend several days with their relatives living in Indiana before returning to this State by way of Baltimore and Washington. Professor M. L. Jacobs left on August 13 for a meeting of the U. S. P. Revision Committee which precedes the regular meeting. Dean J. G. Beard and Professor Ira Rose left Raleigh on Sunday, August 17, by plane for Detroit. The trip by air requires but five hours.

Professor Edward Brecht, another member of the faculty, will drive down to the convention from Minnesota Lake, Minnesota, where he is spending the summer months.

With the faculty in Detroit and Miss Alice Noble away on her vacation the writer and an Indian are the only persons left in the Pharmacy Building. Since the Indian has been dead more than a hundred years, our conversation has been somewhat limited.

Send for this Business Yardstick

For nine years Eli Lilly and Company have made known to the retail drug trade their willingness to evaluate the operating figures of retail drug stores and to supply a report with constructive suggestions calculated to assist retail druggists to overcome whatever conditions appear to be militating against the success of their management. In no sense can this service be interpreted to mean that a druggist is being advised on how he should run his business. The analyses are based on comparisons of the operating figures of successful stores by size of the town or city, by zones and by volume of sales. The service is offered without charge or obligation of any kind and in strict confidence. By the end of the business year a wealth of data has been gathered together and a most interesting economic report is published and distributed without charge to those participating and to others in the drug business who are interested and make request. This report is called the Lilly Digest. It has a background of more than 4,000 retail drug-store profit and loss statements. The one just off the press represents a detailed study of the operations of 605 drug stores and 366 prescription departments in those 605 drug stores for the year of 1940.

The neatly bound and printed Lilly Digest contains a wealth of factual figures and data. The trend of drug-store profits is shown since this Lilly Service started in 1932. Studies and tables prove the profitability of the professional department, monthly fluctuations in prescriptions filled by geographic sections, and by size of city, and prices received in stores of varying volume. There are tables on store expenses according to population of the town or city and also by volume of sales. For the first time a set of goal figures—something to shoot at—representing the costs and expenses achieved by stores with above average profits appears in the Lilly Digest. Nearly everyone recalls the familiar question "How am I doing?" Any druggist has the opportunity of measuring his performance with an accurate yardstick by spending an hour with this latest Lilly Digest, which is free for the asking. Address Eli Lilly and Company, Box 618, Indianapolis, Indiana.

Parking Meters?

Two druggists of Winston-Salem had this to say about the parking meter question which recently created quite a bit of controversy in that city: "I can't understand why 160 merchants have no more foresight than to petition against parking meters" said Sam Welfare. E. W. O'Hanlon, favoring installation of the meters, had this to say: "I haven't parked on the street adjacent to my place of business in 3 years. People who park on the streets without a damn thing to do should be willing to pay for it."

LEGAL SECTION

FREDERICK O. BOWMAN, LL.B., *Editor*, Chapel Hill, N. C.

What the Proposed Federal Tax Bill Before Congress Would Provide

The new Federal Revenue Bill of 1941 passed the House with but slight changes in the proposed Bill submitted by the Ways and Means Committee. It has been before the Senate Finance Committee for several days. Extended hearings have been held. It is thought that the bill will be reported out of the Senate Finance Committee by September 1st, and it is felt that this Committee will send the bill to the Senate in virtually the same form as it left the House. There is a slight probability, however, that the soft drink tax may be eliminated. Many of the levies contained in the bill effect retail drug stores materially. We list below for your information the major provisions effecting retail druggists.

I. The 10% defense tax on all present taxes imposed for 5 years by section 15 of the Internal Revenue Code, is made permanent.

II. Income taxes generally have been drastically increased and many retail druggists will find their tax liability in this field doubled on their income during 1941.

INCOME TAX QUIRK KILLED

III. A new departure in income tax assessment, which would have required husband and wife, living together at any time during their joint taxable year, to report their income in a single joint return and to compute the tax on their aggregate income, was stricken from the bill before passage. In cases where wives have an independent income this consolidation of returns would have resulted in drastically higher taxes.

IV. Corporate income and excess profits taxes are increased. Capital stock, gift and estate taxes are increased.

INCREASES OF PRESENT TAXES

V. Increases in existing excise taxes are:

1. Playing cards, from 11c to 13c a pack;
2. Safety deposit boxes, from 11% to 20%;
3. Distilled spirits, from $3 to $4 per proof gallon; brandy from $2.75 to $3.75 per proof gallon;
4. Imported perfumes, from $3 to $4 per gallon;
5. General increases in taxes on wines, liqueurs, and cordials;
6. Tires, from 2½ to 5c per pound; and tire tubes from 4½c to 9c per pound;
7. Floor stock taxes, equal to the increase in taxes in the hands of all holders without exemption, are imposed on distilled spirits, wines, tires, and tubes.
8. The tax on automobiles is increased from 3½% to 7%; the rate on trucks is increased from 2½% to 5%; the tax on parts and accessories is increased from 2½% to 5%;
9. The tax on radios, phonographs, records, and musical instruments is increased from 5½% to 10%; to be paid by the manufacturer on his selling price;
10. The tax on refrigerators, refrigerating apparatus, and air conditioners, is increased from 5½% to 10%, to be paid on the manufacturer's selling price;
11. A new tax on matches is provided at the rate of 2c per 1000;
12. Increases are provided on telephone toll charges, telegraph messages, and local telephone bills.

SOFT DRINK TAXES

VI. A new tax on soft drinks is provided, amounting to one-sixth cent per bottle retailing at not more than 10c, 1-3c where the retail price is from 11c to 20c, and ½c where the retail price is more than 20c. These rates apply to bottles containing a quart or less.

As a corollary to this tax, a manufacturer's excise tax of 6c per gallon is imposed on finished or fountain syrup sold to any person other than the bottler, and a tax of 4c per pound is imposed on carbonic acid gas.

COSMETIC TAX

VII. A retail sales tax of 10% is imposed on jewelry, furs, and all cosmetics and toilet preparations. No provision for the mandatory passing on of the tax is provided.

The retailer of cosmetics and toilet preparations is required to make monthly returns of the tax in this class of sales.

VIII. A tax of 5% is imposed upon the amount paid for transportation of persons by motor vehicles, water, or air.

IX. A special tax of $25 per year is imposed for each slot machine, pin-ball machine, or similar amusement or gaming device maintained at any place or premises. This tax does not apply to bona fide vending machines.

X. Outdoor advertising tax is imposed on all billboards, the amount to be determined by the advertising space area.

AUTOMOBILE TAX

XI. An annual tax of $5 is imposed upon the use of all motor vehicles. This is designated as a privilege tax. This tax will probably be payable at local post offices.

XII. An annual tax on the use of boats is imposed, depending upon the over-all length.

XIII. Other excise taxes not increased in this bill, are made permanent.

MANUFACTURERS' TAXES

XIV. New manufacturer's excise taxes of 10% of the manufacturer's sales price is imposed upon sporting goods, luggage, electrical appliances, photographic apparatus, electric signs, business and store machines, washing machines used in laundries, optical equipment, and rubber products not including those for surgical use.

XV. Under the retail sales tax on all toilet preparations, beauty parlors and barber shops must also make monthly returns on the toilet preparations used in the treatment of patrons, and the quantity sold during the month will be considered to be sold at retail by such establishments.

XVI. The new retail sales taxes would take effect on the first day of the first month which begins more than 10 days after the date of the enactment of the act.

How to Live on $15.00 a Week

Theatre	$ 1.00
Tip on Horse	1.00
Laundry (Charge)	
Beer	3.00
Rent (pay next week)	
Grocer (stall)	
Poker	2.25
Street car, taxies	1.00
Cigarettes, Cigars	1.00
Mid-week liquor	5.00
Wife's Beer	1.50
Pool	.75
	*$16.50

* Note this is over budget.

So Cancel Wife's Beer	$ 1.50
Balanced budget	$15.00

Narcotic Robberies

W. T. Atkinson, Federal narcotic agent stationed at Greensboro, recently reported that about 5,095 grains of narcotics were stolen in this district during June. "Addicts are getting desperate," he said. "They will use any means to get drugs."

The Hardwicke Pharmacy of Wake Forest was entered on the night of July 30 and 438 quarter grain morphine tablets stolen. Prior to that, on July 21, Andrews Drug Store of Goldsboro was robbed of 3,000 quarter grain morphine tablets. The dope from the Goldsboro store, Atkinson said, would bring $1,500 on the bootleg mart.

John Williams and his wife from Columbia, S. C., were arrested by Atkinson at Mooresville in connection with the Goldsboro case. They are alleged to have worked the job in this fashion: They asked the druggist to use his telephone which was near the narcotic cabinet. While Williams stayed by the phone, his wife asked for a cold drink at the fountain and Williams was able to secure the key to the narcotics cabinet (hanging nearby), open it and take the morphine out.

Mr. Atkinson requests that druggists keep their narcotic cabinets locked and the key in their care or where strangers cannot get it.

An old mountain woman became ill and, for the first time in her life, called a doctor. He prescribed quinine in capsules. It was almost impossible to get her to swallow these strange looking objects, but, after much persuasion, she was induced to take them. A few days after she was able to sit up, her daughter prepared a treat for her. Filling the old woman's pipe she gave it to her, and then picked up a live coal from the fireplace and started toward the bed.

"Ma, here's a light for your pipe," she said.

"Lordy, girl, git away from here," the mother screamed. "Take away that fire. I just recollected I'm all filled up with cartridges."

CLASSIFIED ADS

As a service to N. C. P. A. members, we offer a FREE classified ad service. You may want to buy a store or sell some equipment; to advertise for a position or sell some excess stock. Members of the N. C. P. A. are invited to take advantage of this free service offered by the Carolina Journal of Pharmacy. Ads with blind addresses will be accepted. Minimum number of words permitted under this free service is twenty-five. Commercial classified ads will be carried at the rate of ten cents per word with a minimum of twenty words. Remittance must accompany your order.

For Sale: Drug store with $1,700 stock; will rent soda fountain and fixtures. My store is not a gold mine nor is it a white elephant. Interested parties write S-11, care of Carolina Journal of Pharmacy.

Wanted: Experienced registered pharmacist 25 to 30 years old, settled and willing to work anywhere in a merchandising store, good salary but hard work. No one but a worker need apply. Address S-12, care of Carolina Journal of Pharmacy.

For Sale: Suburban drug store doing good business; only drug store in the community. Due to poor health I am forced to sell. Address S-13, care of Carolina Journal of Pharmacy.

Position Wanted: Pharmacist, registered 1917, available for immediate work. References sent to interested parties. Write S-14, care of Carolina Journal of Pharmacy.

For Sale: Good, clean paying drug business established 1923; only drug store in town. My residence for sale also to right party. Write S-15, care of Carolina Journal of Pharmacy.

For Sale: Drug store located near 10 mills with weekly payroll of $60,000. Will sell at inventory; owner has other interests. Write S-16, care of Carolina Journal of Pharmacy.

A woman interrogated a husky girl in an employment office, who was a recent importation from Lapland. The dialogue was as follows:

"Can you do fancy cooking?"

"Naw."

"Can you do plain cooking?"

"Naw."

"Can you sew?"

"Naw."

"Can you do general housework?"

"Naw."

"Make the beds, wash the dishes?"

"Naw."

"Well!" cried the woman in puzzled exasperation, "What can you do?"

"I milk reindeer."

I. P. SCRIBE, M.D.—J. L. Cobb, Ph.G.



NORTH CAROLINA NEWS NOTES

After an extended trip to Texas and Oklahoma **W. H. Canaday** has returned to this State. He is now associated with the Thomas Drug Store of Varina.

F. O. Bowman, Chairman of the Old North State Fund, and Lord Marley, representative of the British-American Ambulance Corps, flew by plane to Roanoke Island for a presentation of "The Lost Colony." They were accompanied by Lady Marley and Miss Betsy Ann Bowman.

Willson Drug Store, Inc., of Kernersville has been sold to **W. L. Jones** and will be operated in the future under the name, Jones Drug Store. The new owner was formerly associated with Fordham's Drug Store of Greensboro but more recently with Julius Schmid, Inc., in South Carolina. **W. A. Huntley** will continue as pharmacist for the firm.

The purchase of Prince Matchabelli, Inc., maker of fine perfumes and toiletries, by Vick Chemical Company was announced recently.

Norwich, county seat of Chenango County in New York State, and home of The Norwich Pharmacal Company, recently celebrated its first Annual Dairy Day. A float, entered by The Norwich Pharmacal Company in the giant parade which featured the occasion, was awarded first prize in the Commercial Class.

Modernization programs have been completed by Coleman's Drug Store of Durham and Galloway's Professional Pharmacy of Raleigh. Floor space in the latter store has been doubled.

Durham's Soapbox Derby Champion, Tommy Wood, was sponsored by Eckerd's Drug Store.

Hargrove Bellamy of R. R. Bellamy & Sons was recently elected mayor of Wilmington.

We understand Hargrove's Pharmacy of Lumberton has gone out of business.

Changes in the drug trade: **McDonald Davis, Jr.,** to Melvin Brothers Drug Store, Roseboro; **J. H. Brinkley** to Jarman's Pharmacy, Wilmington; **Grey Kornegay** to Dees Drug Store, Burgaw; **J. P. Moore** to Futrelle's Pharmacy, Wilmington; **James Kerr** to Black Mountain Drug Co., Black Mountain and **T. O. Leavister** to Hall's Drug Store, Wilmington.

Henry Smith, class of '37, is now located at Station Hospital No. 1, Fort Bragg. He was pharmacist at Eckerd's Drug Store, Charlotte, before being drafted into the army.

J. C. Powell, Van Pelt & Brown representative in North Carolina, attended a two weeks "Pediatric Seminar" at Saluda, N. C. during July.

Gamble M. Bowers, representative of Owens & Minor Drug Company, Inc., is now located at 1521 Hanover Avenue, Richmond, Va. Mr. Bowers has made his home in Rocky Mount for the past year.

Bonner's Drug Store of Hickory was recently sold by the owner, **Brem Bonner. M. H. Williams** has accepted a position with the new firm as pharmacist.

Sam Welfare, Winston-Salem druggist, plans to install an ice cream freezer unit in his drug store, located near Salem College, within the immediate future.

E. C. Daniel, Third Vice-President-Elect of the N. C. P. A., has been re-elected a member of the Wake County Alcoholic Beverages Control Board.

Marriages

Miss Eleanor Gattis, daughter of **Philip Daniel Gattis** of Raleigh, and Joe Thomas Massey, son of Mr. and Mrs. L. N. Massey, were married on August 2 at the First Baptist Church, Raleigh. Only close friends and members of the two families were present for the wedding.

The bride graduated from Hugh Morson High School and Peace Junior College and recently completed a secretarial course in Raleigh. Mr. Massey graduated from Hugh Morson High School and from State College. For the past two years he has been an instructor at State College and prior to that he taught for a year at Clemson College, S. C.

After September 1 Mr. and Mrs. Massey will be at home at 2911 Fairview Road, Raleigh.

Announcement has been made of the approaching marriage of **Ensign J. G. Beard, Jr.**, son of **Dean J. G. Beard** of Chapel Hill, to Miss Betty Des Camp of Seattle, Washington, on September 2.

Ensign Beard, a graduate of Annapolis, class of '39, has been stationed on the battleship Oklahoma for the past year. In recognition of his fine record and abilities, Ensign Beard has been detailed for six months of study at the Harvard School of Business Administration.

Mr. and Mrs. Beard plan to visit friends in North Carolina before proceeding to Harvard early this fall.

Deaths

Gilbert Crabtree, druggist of Raleigh, died in July at the age of 57. He was born in England, attended Trinity College during 1903-04 and graduated from the University of North Carolina in 1906.

For thirty years Mr. Crabtree was in the drug business in Raleigh. He was associated with the late H. T. Hicks for many years.

Mr. Crabtree was a charter member of the Rotary Club of Raleigh, a Mason, and a member of the Raleigh Methodist Church. He joined the N. C. Pharmaceutical Association in 1915.

He is survived by his widow and two daughters.

Robert Lee Hart of Southern Pines died suddenly from a heart attack on July 30.

Mr. Hart, a member of the North Carolina Pharmaceutical Association since 1920, was operating the Broad Street Pharmacy of Southern Pines at the time of his death.

BACKGROUND FOR EFFECTIVE INTERPROFESSIONAL RELATIONS

(Continued from Page 174)

that less than fifty people out of a thousand know why prescription medicine is to be preferred. You know this is true. You know that people in general are not actually sold on prescription medicine for if they were, they would not be so susceptible to patent medicine ads. They would not accept without question ready-made medicines dispensed by doctors and doctors would not be so prone to careless prescribing habits.

It looked to us that the first job was to work out a selling story for prescription medicine and the most superficial analysis of the four types of medicine—that is, patent medicine, medicine dispensed by doctors, proprietary medicines and true prescription medicine, discloses the point of merit which prescription medicine had over its three competitors. For of all these medicines, prescription medicine is the only one which ideally anyhow is not prefabricated. The rest of them are prefabricated, made up hundreds of miles away, hundreds of days in advance sometimes of the time they are to be used and without even the vaguest knowledge of the person on whom they are to be used. Prescription medicine is the only one of these four which does not exist, is not made up until *after* the doctor's examination and analysis of the patient and can be individualized to suit the individual conditions as the doctor determines them.

It was our belief, and we still believe it, that if this idea could be sold to the public, we could discourage self-medication because self-medication is possible only through the use of ready-made medicine. We would discourage doctor dispensing because doctor dispensing is possible mostly through the use of ready-made medicine. We could, furthermore, encourage doctors to individualize their prescriptions to dramatize the superiority of medication through the doctor over self-medication.

So we originated "Individualized Medicine" and have been urging its use ever since through window displays, newspaper advertising, packaging, etc. The technique is quite simple. First, remind people that every body is a different body; second, explain that only prescription medicine can accommodate these differences.

How do doctors take to this type of promotion? Experience shows that they are enthusiastic as they well should be. Aren't you enthusiastic about a manufacturer who sincerely tries to help you sell his goods? It is the anti-self-medication angle of this technique that appeals to doctors. They feel pretty kindly toward you for your

promotion of the idea of using prescription medicine as opposed to patent medicines because the doctor is the only source of prescription medicine.

I have always looked at the doctor-druggist relationship as exactly like the manufacturer-dealer relationship. You are the manufacturer of custom-made medicines and the doctor is your dealer. Now you know that a manufacturer of toothpaste doesn't spend all of his money telling people what a wonderful man you are just because you handle his product, nor does he dwell at length upon the ancient and honorable tradition of the toothpaste business. What he does is to go right out and sell people on toothpaste and particularly *his* toothpaste, and that is exactly what you can do to get better results and, hence, to get doctors more interested in co-operating with you.

A very important point in this technique is this salient fact: *the people of this country are more medicine-minded than they are doctor-minded.* As vital as diagnosis is to the people, it is the medicine that makes them well that seems important. It is the medicine that gets the credit; therefore, don't go the long way around and waste your substance trying to sell people on such vague things as Medicine or Pharmacy themselves. Sell medicine, a certain type of medicine, the medicine which is the product of collaboration between you and the physician. Sell prescription medicine. When you have successfully sold a person on the idea of using prescription medicine, you do the most effective thing you can do toward getting that person to go to a doctor who is the only source of prescription medicine. Furthermore, you lead them to expect a prescription and an individual prescription at that when they get to the doctor and this expectancy on their part is a tremendous influence on the doctor who is as susceptible to public opinion as any man on earth.

For a very few dollars a year you can get special window displays that will tell this story in your window—probably one of the most effective mediums you have. You can tell the story in your newspaper advertising. You can augment this story by telling it on your prescription packages. Get it across in your conversation with store customers. Remember this vital point—that the phrase "Individualized Medicine" offers the selling theme that builds a demand for the service which gives the pharmacist the right to consider himself a professional man, and that is his ability to compound medicine in small, individual units.

Before leaving this subject, let us establish if we are on solid ground, if there is actual need for local compounding service. In getting around the country and observing conditions, I have come to believe in many things about Pharmacy, but the most important thing that I have come to believe in is Pharmacy itself. I will quote here a few excerpts from my file of opinions of high medical authorities. Here is what they have to say about the need for compounding medicine in small, individual units:

"Human beings vary greatly: they eat different diets, they live under different psychological circumstances and the effects of various agents on their lives may differ greatly—it is impossible to have them all of the same type."

—Phelgst. test re use of animals under controlled conditions—unif. diet, srndgs. etc—as opposed to humans in study of effects of chem. agts.

"Every physician can select from them (USP, NF) the few formulas he may need that will be as elegant and pleasant as proprietary preparations and, moreover, will represent guaranteed doses of the various ingredients of the formulas selected. While the use of some of the ready made preparations is advised, it should be understood that it is much better to formulate one's own prescription to fit the individual case."

—Handbook of Therapy (A.M.A.)

"As a physician I would be quite inconsistent if I did not hold the view that all human ailments are best treated by a competent physician who is capable of making a correct diagnosis and prescribing the specific treatment not only for the disease in question but also for the individual patient. In other words, therapeutics must take into account both the disease in all of its manifestations and the patient in all of his moods and idiosynerasies. The problem is treatment according to specifications as con-

trasted with treatment on the basis of generalities.''

—From a U. S. Health Dept. member's speech before a group of proprietary manufacturers.

After having this testimony, which seems to me is irreproachable because of its sources, I firmly believe that if the pharmacist will take his stand on these facts, indicating unquestionably the need of individually compounded medicine, he can successfully withstand undue encroachments of all types of prefabricated medicines because he will at one and the same time make ''Individualized Medicine'' more acceptable to the public and make doctors more willing to cooperate with him by specifying *individualized prescriptions.*

In conclusion, my opinion is that before any interprofessional activities are started, there should be established a background which will insure a successful acceptance of these activities on the part of the physician. The establishment of a background consists, first, of building a store atmosphere that inspires confidence and, second, to institute promotion that will help the doctors sell their services by building greater appreciation for medicine that only the doctor can design.

As an example of how effective this can be, let me tell you how easy it was for a pharmacist in Fort Wayne, Indiana, to get a doctor to individualize his prescriptions. The doctor was writing prescriptions for a ready-made compound containing a combination of Theobromine and Phenobarbital. This druggist had recently remodelled his store and was running window displays featuring ''Individualized Medicine.'' He also had done some newspaper advertising on it and was using it on his cartons and in his prescription packages. He made up some capsules of the same formula, went to the doctor and broke the ice by telling the doctor that he noticed he was writing for quite a few of these tablets and thanked him for the business. As an added service to the doctor's patients, this pharmacist asked the doctor if he wouldn't consider using the same medicine with the formula written out on a prescription if he could save the patient 25%. This interested the doctor. Then he asked the doctor if it was possible that all of these patients needed exactly ½ grain Phenobarbital, if some of them might not be better suited if they had ⅛ grain or maybe less than ½ grain. The doctor's response to this indicated how far away he had gotten away from rational therapeutic practice. He said yes, that he had often wished that there was some way he could take away or add a little of this particular ingredient. His subsequent prescriptions were written out for official medicines with amounts of basic ingredients varied and sometimes new ingredients added.

The point of this is, could this pharmacist have accomplished what he did if he had not by his background and promotional activities first commanded the doctor's respect and won his confidence to the point that the doctor was willing to listen to him?

Contrary to what many people think, Pharmacy enjoys a tremendous marketing advantage. In the first place, the pharmacist is on the home ground. In the second place, he has the best selling story to the public, the story of ''Individualized Medicine.'' He also has the best selling story to the doctor, the story that self-medication is impossible with medicine that is not created until after the doctor designs it. Then you have the doctors' own association pulling for you. On display outside this room are pamphlets entitled ''The Pharmacopoeia and the Physician'' which are taken from the *Journal of the American Medical Association.*

Pharmacists must finally face the fact that it is no longer enough just to be capable, no more than it is enough for a manufacturer just to be able to manufacture something. You've got to sell what you can make in order to keep your place today—and that applies to the professions too.

Don't be dismayed by competition. When you analyze manufacturer competition in relation to any one locality, it's not so tremendous; furthermore, you have the truth on your side and armed with this truth, if you can get doctors *wanting* to co-operate with you, you can be a very Gibraltar of unassailability.

Serve

Golden Tap Fruit Juices



Fancy Orange Juice—Grapefruit Juice
and Blend

Use

Dixie Cups

for All Occasions



Distributed by

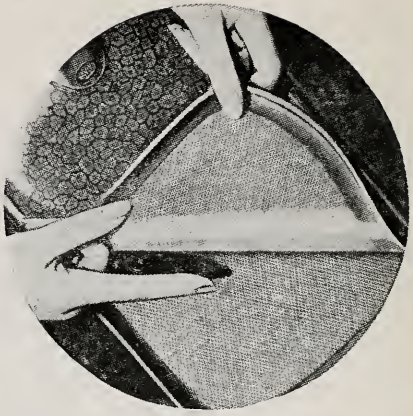
GARLAND C. NORRIS CO.

Raleigh, N. C. Phone 2-0324

This one feature alone makes

Davol Flat Goods

your logical line!



The inner surfaces of all Davol molded flat goods are slightly roughened to prevent the sides from sticking together. This exclusive Davol feature combines with sturdy construction to insure long life and customer satisfaction. Stock the complete Davol line!

DAVOL

OWENS & MINOR DRUG CO.

1000-1002 EAST CARY ST., RICHMOND, VIRGINIA

For Sale at a Bargain

Complete set drug store fixtures in excellent condition. Priced right to sell quickly. The list includes:

1 soda fountain—8 foot
1 soda fountain back bar
1 candy case
3 floor show cases
1 wrapping counter
1 electric carbonator
1 Snow King ice machine
1 Royal typewriter
3 soda tables and chairs
1 desk
1 electric drug sign
1 Lacy hot cup
1 oil heater
1 milk shaker
1 electric toaster
1 radio
1 steel cabinet—36 drawers
2 electric ceiling fans
1 prescription case
1 prescription balance
1 case prescription files
1 prescription numbering machine
2 window spot lights
1 ice cream cabinet
4 electric fixtures
1 refrigerator

Complete stock of drugs, patents, sundries and pharmaceuticals

For further information write, wire or phone

W. J. SMITH

Drawer 151 Chapel Hill, N. C.

The Proceedings

of the

Sixty-Second Annual Meeting

of the

North Carolina Pharmaceutical Association

held in

The Ball Room
Washington Duke Hotel
Durham
North Carolina
May 13, 14, 15, 1941

Also the

Roll of Members

The Constitution and By-laws

Report of the Secretary-Treasurer of the North Carolina Board of Pharmacy, together with Lists of Registered Pharmacists and Drug Stores; also the Members of the Traveling Men's Auxiliary and of the Women's Auxiliary

Reported by Vivian S. Smith
Edited by W. J. Smith

THE CAROLINA JOURNAL OF PHARMACY

Vol. XXII October, 1941 No. 10

ENTERED AS SECOND-CLASS MATTER JULY 5, 1922, AT THE POSTOFFICE AT CHAPEL HILL, NORTH CAROLINA, UNDER THE ACT OF MARCH 3, 1879

OFFICERS, COMMITTEES, AND DELEGATES 1941-1942

OFFICERS

PRESIDENT

RALPH P. ROGERS.....Durham

VICE-PRESIDENTS

JOHN C. BRANTLEY, JR.....Raleigh
W. M. SALLEY.....Asheville
T. G. CRUTCHFIELD.....Greensboro

SECRETARY-TREASURER

W. J. SMITH.....Chapel Hill

ASSISTANT SECRETARY-TREASURER

C. M. ANDREWS.....Burlington

LOCAL SECRETARY

(To be appointed)

HISTORIAN

J. G. BEARD.....Chapel Hill

GENERAL COUNSEL

F. O. BOWMAN.....Chapel Hill

MEMBERS OF THE BOARD OF PHARMACY

E. V. ZOELLER, *President*.....Tarboro
F. W. HANCOCK, *Sec'y-Treas*.....Oxford
J. G. BALLEW.....Lenoir
R. A. MCDUFFIE.....Greensboro
M. B. MELVIN.....Raleigh

COMMITTEES

EXECUTIVE

RALPH P. ROGERS, *Chairman*.....Durham
JOHN C. BRANTLEY, JR.....Raleigh
C. C. FORDHAM, JR.....Greensboro
PHIL D. GATTIS.....Raleigh
JOE HOLLINGSWORTH.....Mount Airy
W. M. SALLEY.....Asheville
W. J. SMITH, *Secretary*.....Chapel Hill

LEGISLATIVE

R. P. LYON, *Chairman*.....Charlotte
J. G. BEARD.....Chapel Hill
R. R. COPELAND.....Ahoskie
A. K. HARDEE.....Graham
A. N. MARTIN.....Roanoke Rapids
L. W. SMITH.....Kannapolis
EARL TATE.....Lenoir

FAIR TRADE

PHIL D. GATTIS, *Chairman*.....Raleigh
D. L. BOONE, SR.....Durham
DAVID BROWNING.....Rocky Mount
BOYCE HUNTER.....Charlotte
ROY JOHNSON.....Asheville
F. L. SMITH.....Winston-Salem
W. J. SMITH.....Chapel Hill
P. J. SUTTLEMYRE.....Hickory
H. W. WHITE.....Fayetteville
I. O. WILKERSON.....Greensboro
F. O. BOWMAN, *Exec. Sec'y*.....Chapel Hill

U. N. C. VISITATION

J. T. STEVENSON, *Chairman*..Elizabeth City
C. H. BEDDINGFIELD.....Clayton
J. N. EUBANKS.....Greensboro
C. E. MATTHEWS, JR.....Roanoke Rapids
J. C. MILLS.....Cliffside

INTER-PROFESSIONAL RELATIONS COMMITTEE

C. C. FORDHAM, JR., *Chairman*...Greensboro
W. H. BALUVELT.....Asheville
H. M. BURLAGE.....Chapel Hill
F. E. CAMPBELL.....Hamlet
LEE W. MOOSE.....Mt. Pleasant

PRACTICAL PHARMACY AND DISPENSING

JOE HOLLINGSWORTH, *Chairman* Mount Airy
TOM HOOD.....Dunn
E. V. STEPHENSON.....Madison
DEAN TAINTER.....Marion
C. R. WHITEHEAD.....Ramseur

PAPERS AND QUERIES

I. T. REAMER, *Chairman*.....Durham
PAUL BISSETTE.....Wilson
PAT G. GLASS.....Kannapolis
A. B. KUNKLE.....Conover
J. T. VINSON.....Goldsboro

MEMBERSHIP

C. M. ANDREWS, *Chairman*.....Burlington
M. L. CABLE.....Asheville
A. L. COCHRANE, JR.....Jackson
CAROLYN COX.....Greensboro
FRED RAY.....Jonesboro

RESOLUTIONS

ROGER MCDUFFIE, *Chairman*.....Greensboro
E. C. DANIEL.....Zebulon
F. W. DAYVAULT.....Lenoir
W. A. GILLIAM.....Winston-Salem
PAUL THOMPSON.....Fairmont

NATIONAL PHARMACY WEEK

E. C. ADAMS.....Gastonia
E. S. BENSON.....Wilmington
PAUL BISSETTE.....Wilson
E. L. BRADSHAW.....Kinston
J. C. BRANTLEY, JR.....Raleigh
T. G. CRUTCHFIELD.....Greensboro
S. G. ETHERIDGE.....Elizabeth City
S. R. HORNE.....Fayetteville
W. R. MCDONALD, JR.....Hickory
I. T. REAMER.....Durham
T. J. ROBINSON, JR.....Goldsboro
MOSS SALLEY.....Asheville
SAM WELFARE.....Winston-Salem
E. W. WOOLARD.....Henderson
T. C. YEARWOOD.....Charlotte

PHARMACY IN THE DEFENSE PROGRAM

CARL DURHAM, *Chairman*
Chapel Hill-Washington, D. C.
JOE USHER, *Vice-Chairman*.....Greensboro
E. T. BEDDINGFIELD.....Clayton
KELLY BENNETT.....Bryson City
T. R. BURGISS.....Sparta
R. B. CAMPBELL.....Taylorsville
PAUL GAMBLE.....Monroe
F. W. HANCOCK.....Oxford
M. A. NICHOLSON.....Tory

BOARD OF TELLERS

C. T. COUNCIL, *Chairman*.....Durham
PHIL D. GATTIS.....Raleigh
C. J. JAMES.....Hillsboro

COUNTY LEGISLATIVE CHAIRMEN FOR 1941-1942

The following men have been appointed by President Hollingsworth to direct the Association's legislative activities this year in the various counties of the State. The duties of these chairmen will be to organize the druggists in their respective counties so that when necessary there can be complete co-operation in matters pertaining to legislation.

Alamance, Burlington.....C. M. Andrews
Alexander, Taylorsville.....R. B. Campbell
Alleghany, Sparta.....T. R. Burgiss
Anson, Wadesboro.....G. E. Andes
Avery, Newland.....Mrs. Irma A. Storrs
Beaufort, Washington.....S. B. Etheridge
Bertie, Windsor.....W. B. Gurley
Bladen, Elizabethtown.....H. H. Robinson
Brunswick, Southport.....G. R. Dosher
Buncombe, Asheville.....Moss Salley
Burke, Morganton.....G. T. Cornwell
Cabarrus, Kannapolis.....P. G. Glass
Caldwell, Lenoir.....J. G. Ballew
Carteret, Beaufort.....Jos. House
Caswell, Yanceyville.....T. J. Ham, Jr.
Catawba, Conover.....A. B. Kunkle
Chatham, Siler City.....F. G. Brooks
Cherokee, Murphy.....R. S. Parker
Chowan, Edenton.....J. A. Mitchener, Jr.
Clay, Hayesville.....James L. Hooper, Jr.
Cleveland, Shelby.....J. A. Suttle
Columbus, Whiteville.....J. A. Guiton
Craven, New Bern.....H. B. Duffy
Cumberland, Fayetteville.....W. W. Horne
Davidson, Lexington.....W. F. Welborn
Davie, Mocksville.....S. B. Hall
Duplin, Wallace.....C. M. Miller
Durham, Durham.....J. C. Harris
Edgecombe, Tarboro.....A. T. Nicholson
Forsyth, Winston-Salem.....F. L. Smith
Franklin, Louisburg.....L. E. Scoggins, Jr.
Gaston, Gastonia.....E. C. Adams
Graham, Robbinsville.....E. D. Ingram
Granville, Oxford.....A. H. A. Williams
Greene, Walstonburg.....Sam Jenkins
Guilford, Greensboro....C. C. Fordham, Jr.
Halifax, Roanoke Rapids.....O. Griffin
Harnett, Erwin.....E. R. Thomas
Haywood, Canton.....Lexie Barefoot
Henderson, Hendersonville....W. L. Harper
Hertford, Ahoskie.....R. R. Copeland
Hoke, Raeford.....H. C. Reaves
Iredell, Statesville.....J. H. Stimson
Jackson, Sylva.....R. F. Keenum
Johnston, Smithfield.....M. T. Upchurch
Lee, Sanford.....R. N. Watson
Lenoir, Kinston.....J. C. Hood
Lincoln, Lincolnton.....B. P. Costner
McDowell, Marion.....Dean Tainter
Macon, Franklin.....R. M. Rimmer
Madison, Marshall.....H. E. Roberts
Martin, Williamston.....D. R. Davis
Mecklenburg, Charlotte.....R. P. Lyon
Mitchell, Spruce Pine.....L. G. Day
Montgomery, Troy.....M. A. Nicholson
Moore, Southern Pines.....H. S. Fox
Nash, Nashville.....W. C. Ferrell
New Hanover, Wilmington.....E. R. Toms
Northampton, Jackson..A. L. Cochrane, Jr.
Onslow, Jacksonville.....G. P. Johnson
Orange, Hillsboro.....C. J. James
Pasquotank, Elizabeth City..S. G. Etheridge
Person, Roxboro.....P. L. Thomas
Pitt, Greenville.....W. C. Hollowell
Polk, Troy.....F. R. Owen
Randolph, Asheboro.....E. L. Ray
Richmond, Rockingham.....R. T. McNair
Robeson, Red Springs.....R. B. Grantham
Rockingham, Reidsville.....R. I. Dailey
Rowan, Salisbury.....J. W. Compton
Rutherford, Forest City.....J. S. Rudisill
Sampson, Roseboro.....P. J. Melvin
Scotland, Laurinburg.....C. M. Williamson
Stanley, Albemarle.....E. L. Kritzer
Surry, Mount Airy.....A. P. Turnmyre
Swain, Bryson City.....Kelly Bennett
Transylvania, Brevard.....Fred A. Holt
Tyrrell, Columbia.....R. S. Knight, Jr.
Union, Monroe.....J. P. Gamble
Vance, Henderson.....M. C. Miles
Wake, Raleigh.....R. I. Cromley
Warren, Warrenton.....W. R. White
Washington, Plymouth.....E. G. Arps
Watauga, Boone.....G. K. Moose
Wayne, Goldsboro.....J. T. Vinson
Wilkes, North Wilkesboro..R. M. Brame, Jr.
Wilson, Wilson.....T. J. Moore

DELEGATES

AMERICAN PHARMACEUTICAL ASSOCIATION

H. M. Burlage, *Voting Delegate*
Chapel Hill
Kelly Bennett.....Bryson City
Paul Bissette.....Wilson
Clyde Eubanks.....Chapel Hill
C. C. Fordham, Jr.....Greensboro
J. C. Hood.....Kinston
I. T. Reamer.....Durham
Dewitt Swaringen.....China Grove
C. R. Whitehead.....Ramseur

NATIONAL ASSOCIATION OF RETAIL DRUGGISTS

J. A. Goode, *Chairman*.....Asheville
Paul Bissette.....Wilson

ALTERNATES

A. C. Cecil.....High Point
C. L. Eubanks.....Chapel Hill
Joe Hollingsworth.....Mount Airy
M. B. Melvin.....Raleigh
E. F. Rimmer.....Sanford
P. J. Suttlemyre.....Hickory

PROCEEDINGS OF THE SIXTY-SECOND ANNUAL MEETING

FIRST SESSION

At 7:30 Tuesday evening, May 13, the 62nd annual convention of the North Carolina Pharmaceutical Association together with its affiliated bodies, the Traveling Men's Auxiliary and the Women's Auxiliary, convened in general session in the ballroom of the Washington Duke Hotel in Durham, North Carolina.

President Joe Hollingsworth of Mt. Airy called the 62nd session of the North Carolina Pharmaceutical Association to order.

President C. H. Smith of Charlotte called the 28th convention of the Traveling Men's Auxiliary to order.

Mrs. J. K. Civil, Charlotte, President of the Women's Auxiliary, called that body to order. This was their ninth annual meeting since it was reorganized.

Rev. Stanley C. Harrell, Pastor of the Christian Church of Durham gave the invocation after which the entire audience joined in singing "America."

Mayor W. F. Carr in a witty and cordial address welcomed the convention guests to Durham.

J. C. Brantley, Jr. of Raleigh, very ably responded to this welcome.

D. L. Boone, Sr., on behalf of the Durham Druggists welcomed the visitors and expressed the hope that their visit would be very pleasant.

Paul Bissette of Wilson responded to Mr. Boone's greeting.

On behalf of the Ladies' Local Committee, Mrs. W. B. Morgan welcomed the ladies in a most cordial manner.

Mrs. Lloyd Jarrett of Biltmore responded very graciously.

Local Secretary I. T. Reamer made some announcements pertaining to the following sessions.

Upon motion made and seconded, the joint session adjourned.

ADJOURNED SESSION

After a short intermission, President Hollingsworth called the adjourned session to order. Upon motion of Secretary Smith, the roll call was dispensed with due to the fact that Assistant Secretary C. M. Andrews was taking names of those registering.

The reading of the Minutes of preceding meeting was dispensed with upon motion of Secretary Smith, since the proceedings of the last meeting were printed in the CAROLINA JOURNAL OF PHARMACY.

President Hollingsworth called the attention of the druggists to the fact that Resolutions should be presented in writing to Roger McDuffy, Chairman of Committee on Resolutions.

At this time, Congressman Carl Durham was called on to say a few words.

A part of Mr. Durham's informal talk follows:

> It is a great pleasure to be with you again this year and I am hoping I can stay for the entire convention. . . . I am very proud of my profession as a druggist and want you to know that I am first a druggist. . . .
>
> At the present time in Washington we are going through what perhaps is one of the most serious times that have confronted our nation. We are confronted with the problems of a preparedness program which we are called upon to expedite and carry through to completion as quickly as possible. I served in the last war in a small capacity and today in the nation's Capitol we are having and going through with a program that we should have had in operation since 1920. I say that because of the fact that in 1920 after the last World War we felt like we would have peace in this country for a long, long time but today we are confronted with a European situation which has never faced the world before. Of course, at the present time, there is a lot of argument pro and con as to how we should proceed. I feel that we should take no chances whatsoever. I supported every measure for defense of this country that has been brought before the House of Representatives. I do not think that the people of America have come to the full realization of the dangers that confront us in Europe provided the Axis powers carry through the program they have in view. I do not say this as an alarmist. I had the privilege this year of representing the people in this State on the Military Affairs Committee. In this committee, sessions continued from day to day. A lot of information has been in confidence but I can say we have been meeting with the War Department every week. I can say further that

with respect to guns, airplanes, etc., today this program is running ahead of schedule as planned last September. We have had a lot of criticism in respect to the defense program, especially the strikes. We have been analyzing each week how strikes are affecting defense plants and industries. I think that today the situation is much better. Some people have felt like there should be legislation in respect to strikes. We here in the South do not hear so much as those in the North and far West, but when you analyze it you will have a different picture from the newspaper and radio reports. I feel we are handling this as it should be handled—through the Mediation Board.

I am very proud to be here—proud that I am a druggist— proud that you people have sent me to Congress to represent you there. It is a pleasure to talk to you and to know no one will get up and criticize me and to know there's no one with a machine or pencil and paper taking down every word I say.

Now this work has been very interesting to me and very educational and it is a great opportunity. I hope that I can be here with you all the week and if I can be of any assistance to you, please do not hesitate to call on me. I feel closer to the people of N. C. than any other state in the United States.

There is somewhat of a threat now to the Miller-Tydings Bill. A bill has been introduced to repeal it and I say to you that I think at the present time we have it well in hand. Mr. Roland Jones has been very diligent. We want to work on this without any publicity. The TNEC recommended that it be repealed. It may develop that we will have to have some concerted action and I say to you folks that if I can be of any assistance, I will help you in any way I can.

Following Mr. Durham's address, Vice-President Ralph Rogers took the chair while President Hollingsworth presented his address.

PRESIDENT'S ADDRESS

PRESIDENT HOLLINGSWORTH: *Mr. Chairman, Fellow Members of the North Carolina Pharmaceutical Association, Ladies and Gentlemen:*

It has been customary in the past for the President to deliver an address at each annual meeting. After reading over a few of these in the Proceedings Numbers of the JOURNAL, I realized my inability to render one which would compare favorably with those of my worthy predecessors. Therefore, I started looking for an alibi, or some way out of my predicament. In studying the Constitution and By-Laws, I found a ray of hope and here it is:

By-Laws, Article II—Duties of Officers

Section I. The President shall preside at all meetings, etc. He shall present at each annual meeting a report of the operations of the Association during the year and suggest such subjects for its benefit as he may deem worthy of notice.

* * *

I have quoted the above By-Law to justify the action I am taking in presenting a report, yes, another one of those abominable reports, which some of you detest so much. Therefore, I suggest that you make yourselves as comfortable as possible, and resign yourselves to your fate. However, I have outlined the activities briefly and will try to make as few comments as possible. As I see it, the activities of the Association include the efforts of the officers in carrying on this work and, therefore, I will ask your indulgence in making personal references.

The Country Needs Our Help

We are all conscious of the seriousness of the times. We realize more than ever before that our nation is confronted with world problems that grow more serious each day and that each hour concerns us more closely as the World War battle front changes and as the European nations fight on. It is not a time for us to indulge in hysteria, but to face facts calmly and helpfully. Above all we must prove that we are 100 per cent Americans and are still true to the ideals of our forefathers as well as to our flag, the greatest emblem of freedom in all the world. As we begin our convention then, let us not only renew our pledges of loyalty and service to our profession, but to our President and to our country!

It was my privilege, as a delegate from your Association, to attend the meeting of the American Pharmaceutical Association in Atlanta, in August 1939, and also, the meeting in Richmond, in May 1940. North Carolina was well represented with large delegations at both meetings and this fact was noticed and commented on by the officers. I was a member of that Association for several years after graduation, but decided that it was too scientific and too far above the head of the average small-town druggist so I dropped my membership. After attending these meetings, I realized that my opinion was wrong, and that there is a definite place in the A. Ph. A. for the retail pharmacist. The sections on Practical Pharmacy and Dispensing, and on Pharmaceutical Economics are of particular interest to the retail pharmacist. Our own member, Mr. Kelly E. Bennett, of Bryson City, read a paper on Prescription Record-Keeping before the latter section, at the Atlanta Meeting, and it was well received. This paper was later published in our CAROLINA JOURNAL OF PHARMACY. The A. Ph. A. is now publishing a Practical Pharmacy edition of its Journal and this should stimulate more interest for the retail pharmacist.

Mr. Charles H. Evans, a retail pharmacist of Carrollton, Georgia, our neighboring state, is now President of the A. Ph. A.

Dr. E. F. Kelly, a native North Carolinian, has been Secretary for many years, and has done a great deal for the cause of pharmacy. Dr. Kelly was my Professor of Pharmacy, and is a man for whom I have the greatest admiration and re-

spect. His Association deserves our active support.

Again, it was my privilege, as a delegate from your Association, to attend the United States Pharmacopoeial Convention in Washington, in May, 1940. It was a source of great satisfaction to see and hear the men who write our textbooks and who have revised our Pharmacopoeia several times. But the greatest satisfaction was in having a part in the election of one of our own members, Dr. Jacobs, of the University School of Pharmacy, as a member of the Revision Committee.

At the Charlotte Meeting, when I was installed as your President, it was with a deep sense of appreciation for the honor you had bestowed upon me, and a feeling of great responsibility to my fellow members, to carry on the excellent work done by my predecessors. However, there was also a sense of uneasiness on entering into my duties without the ever helpful hand of Dean Beard as Secretary. I had looked forward to serving with him with a great deal of pleasure. It was soon very apparent to me that some of this uneasiness could be dispelled as Professor Rose and Miss Noble carried on the work in a most creditable manner and were most helpful and cooperative.

It is not my intention to report on the committees which had specific duties to perform, but I do want to mention a few things that I consider most important. Also, I realize that most of the activities on which I report have been published in the JOURNAL, but to refresh your memory I will outline them briefly in the order in which they occurred.

There have been six meetings of your Executive Committee and three of them have been joint sessions with the Board of Pharmacy, and from this you will see that this body is giving us excellent cooperation and assistance. The first meeting was on June 20, in joint session with the Board of Pharmacy, and at this time W. J. Smith was elected Secretary-Treasurer of your Association and Editor of the CAROLINA JOURNAL OF PHARMACY, also as part-time inspector for the Board. I consider this as one of the most important steps this Association has ever taken, as I think the arrangement is working well and that much progress has been made. However, I sincerely hope that the Association will soon be strong enough to require the full time of the Secretary.

I want to take this opportunity to express to the members of the Board of Pharmacy, the sincere appreciation of the Association for their fine cooperation and assistance at a very critical time.

One of my first duties was the appointment of committees, and the one hundred county legislative chairmen. When you stop to consider that approximately 150 such appointments are to be made, it is quite an undertaking, and I sought advice from many sources. However, I will refer to this later. For those committees which would require frequent trips to Chapel Hill and Raleigh, I tried to appoint members other than those in the extreme eastern or western parts of the state. Judging from my own experience during the previous two years, it is quite a hardship and very inconvenient at times to drive long distances to these meetings.

In June, it was my pleasure to attend the Convention of the Virginia Pharmaceutical Association in Roanoke, in company with Miss Alice Noble, as uninvited guests. However, we certainly received a very warm welcome and were treated royally. Secretary Winne had very kindly attended several of our meetings, and had been very helpful to us. Therefore our purpose in going was to show our appreciation and to get ideas for our own convention, also to extend an invitation to the Virginia Pharmacists to attend this Convention.

N. A. R. D.

Again, as delegate from your Association, and as your President, it was my privilege to attend the Convention of the National Association of Retail Druggists in New York in September. I was very favorably impressed with the entire organization, the sincerity of the officers, the ableness of the attorneys, and especially with the strong financial condition. With practically unlimited funds, it is no wonder that they can do such excellent work for the retail druggists of U. S. It was very evident to me that they are putting forth great effort in the interest of the small, independent retail druggist.

The Presidents of the State Associations constitute the Advisory Committee to the President of the N. A. R. D., and at the Pre-Convention Meeting of this body, with the President and Executive Committee, your Association was given national recognition as having held the largest convention in Charlotte that had ever been held by any State Pharmaceutical Association in the U. S. up to that time, according to official records. We owe a debt of gratitude to Mr. John A. Goode, former President of the N. A. R. D. for this honor and recognition. Thanks again to Mr. Goode, Chairman of our delegation, it was my privilege to serve on the Resolutions Committee. Two meetings were held and the last one was adjourned at five o'clock in the morning. It was very interesting and instructive to hear the discussions as the members were from every section of the U. S. We think we have some problems in North Carolina, but many states have greater ones, and I came to the conclusion that North Carolina was a much better place for the retail pharmacist than the majority of states. It was quite evident that many State Associations are now trying to attain objectives which our Association attained several years ago. One in particular is the placing of a Pharmacist on the State Board of Health, and this Association is very fortunate at the present time in having one of our Ex-Presidents serving very creditably on our State Board of Health.

The Drug Show held in connection with the Convention was very interesting and many new ideas on display and merchandising were available. I think our Association should give some consideration to the Drug Show Feature.

In consideration of the excellent work being done for the independent retail druggists by the N. A. R. D., our active support should be given to it, but I am going to be selfish and request that you pay your dues to the North Carolina Pharmaceutical Association first, and then join or pay dues to the N. A. R. D. After all, as the old saying goes, "charity begins at home."

Mr. Sam Watkins, another Southerner, of Dora, Alabama, is President at the present time.

Pharmacy Week—October 22

National Pharmacy Week was widely observed by North Carolina Pharmacists. Radio talks were given over the Durham, Hickory, and Winston-Salem stations. There were several appearances before civic and luncheon clubs, many professional window displays, and special ads in local papers. An outstanding example of newspaper publicity was a full page in the *Charlotte Observer* used by the pharmacists of that city to carry the combined Pharmacy Week message to the people of that section.

Your Secretary spoke to 600 school children in Durham on the history of pharmacy. A more extensive program of this nature would give the public a better insight into the services rendered by the pharmacists of your state.

On October 23, Secretary Smith and I visited the Durham Drug Club and enjoyed an excellent barbecue supper. After seeing President Reamer and the members of his club in action, I was thoroughly convinced that our convention in this city would be one of the best, and I sincerely believe that you will agree with me before you leave.

I did a very good job of eating barbecue and what goes with it, if you do not believe me, ask Mr. Boone, and Secretary Smith made a very fine talk on our objectives for the year. We made an agreement that I was to do the eating and he was to do the talking. However, it was not long until he started encroaching on my duties.

On October 25, we visited the Winston-Salem Drug Club, and enjoyed a delicious steak dinner. We congratulated the members on making one of the most successful Fair Trade Drives in the State. I attempted to give them some observations made at recent conventions I had attended, and extended them an invitation to attend the coming Sectional Meeting in Asheville. Secretary Smith again made a very fine talk on proposed new activities.

Sectional Meetings

For many years the Presidents of your Association have recommended District or Sectional meetings and this was one of the objectives of this administration. We felt that it was necessary to start such a program where it could be sponsored by a local drug club with the assistance of a wholesale drug jobber. When your Secretary discussed this matter with the Asheville Drug Club, they were very enthusiastic and asked that a meeting, under the name of "A Merchandising Clinic," be held in their city on November 7. Therefore, on this date was held the first Sectional Meeting of the N. C. P. A. The future policy of this program was dependent on the success or failure of this meeting. Your officers felt that it was an absolute success, and the sincere thanks of our entire membership is due the Asheville Drug Club, and especially its Secretary, Mr. H. E. Phillips, the Dr. T. C. Smith Co., and all the firms that participated.

On the trip to Asheville I called on as many druggists as possible and reminded them of the meeting and urged them to attend.

On December 2, the Secretary and I visited the Greensboro Drug Club. It was time to eat again and an excellent turkey dinner was served. We were so enthusiastic in discussing the Asheville Meeting with them that their officers, in conjunction with the Justice Drug Co., requested that such a meeting be held in their city as soon in the new year as convenient. We were very happy indeed over this request, as we felt that our dreams were coming true. It was our intention to hold this meeting in January, and if successful, to attempt one in Eastern Carolina in March, even if there was no drug club or jobber to sponsor it. Due to the influenza epidemic and other causes the Greensboro meeting was not held until March. As most of you know this meeting was also very successful, and again we wish to express our thanks to the Greensboro Drug Club, the Justice Drug Co., and all the firms whose representatives had a part.

It was evident during the open forum that many members entered into the discussions and expressed their ideas, who do not do so at our annual meetings. Also, we find that many members who cannot spend three days at the Annual Convention, can come to a one-day meeting in their section of the state. Therefore, we feel that we have made some progress in bringing the Association to those members who cannot come to the Association.

Method of Advertising Sectional Meetings

One of the ways of advertising the Sectional Meeting was for the local drug club to send out an invitation in the form of a card signed by its President and Secretary about five days prior to the meeting, then a similar card, as a reminder, signed by your President and Secretary was mailed two days later. On my way down to Greensboro I did some missionary work for the meeting. I asked the first druggist I called on if he received a program, and this was his reply, "My goodness yes! I received a program, a letter, a card every other day. I read about it in the Journal, and it was stamped on every invoice I received from the jobber, that fellow Smith down at Chapel Hill certainly is doing around, and now here you are. I certainly am coming to see what it's all about." So, for the benefit of the eastern druggists this is the ammunition we used. We will now go back to the time after the Asheville Meeting.

Retail Drug Institute

For many years the Presidents of your Association have recommended extension courses, refresher courses, institutes of pharmacy, a series of lectures, clinics, etc. During this administration we have succeeded in making a start in this direction in the form of a "Retail Drug Institute."

On November 18, your Executive Committee, in joint session with the Board of Pharmacy, met in Chapel Hill to hear a proposal from a representative of the State Department of Education for a program on "Distributive Education for the Druggists." We felt that this was just what we had wanted for a long time, and was unanimously approved by both bodies. As a result, the program was started in the Greensboro area on February 3, and is now in operation in the Durham area, as you know. I visited two of the classes in Greensboro and was very much impressed with the interest taken.

Miss Noble Honored

On December 2, at the Carolina Inn in Chapel Hill, the members of your Executive Committee, at their personal expense, were hosts at a banquet honoring Miss Alice Noble. We had as guests twenty-two of her closest Chapel Hill friends, including President Frank Graham, Dean R. B. House, Prof. Rose, Dr. Jacobs, Dr. Burlage, of the University, and Dr. M. C. S. Noble, father of the honoree.

A gift from her many friends in the Association was presented in recognition of her many years of loyal and efficient service.

At a later meeting of the Executive Committee, Miss Noble was made an Honorary Member of your Association. She is the first woman to receive this honor in North Carolina. This action on the part of the Committee was a source of great satisfaction to me as I felt it was so richly deserved.

Much of the success attained by our Association, our School of Pharmacy, and our CAROLINA JOURNAL OF PHARMACY is due to her untiring efforts.

Pharmacy has no better friend in North Carolina than Miss Alice Noble. She is acquainting the whole South with pharmacy and pharmacists in North Carolina through the columns of the *South Eastern Drug Journal.*

Legislation

In January your Executive and Legislative Committees, in joint session with the Board of Pharmacy and our Attorney, met in Raleigh to consider our legislative program. We were informed that an Amendment to our Uniform Narcotic Act would be introduced at the request of Governor Broughton and the Federal officials. This Amendment would place on prescription only every exempt preparation we now have with the exception of those containing one grain of codeine to the fluid ounce. Included in this list are Paregoric, Godfrey's Cordial, Bateman Drops, Lead and Opium Wash, Brown Mixture, Stokes Expectorant, Syrup Cocillana, and many other well-known cough syrups.

It was evident to us that this would be detrimental to the best interests of our members, and we decided to oppose such legislation. We were of the opinion that if such legislation was really needed it should be enacted by the Federal Government rather than by the individual states. Congress was in session at that time and is at the present time. The Narcotic Agent was advised of this action and the bill was never introduced.

This same bill has recently been passed by the New York Legislature and it seems that the druggists knew very little about its passage, and now are up in arms trying to get it repealed. The New York druggists have accused their Legislative Committee of negligence in not informing them that such a bill had been introduced. I do not think that such a thing could happen in North Carolina.

During this session no laws detrimental to pharmacy were passed, and for the first time in several years no bills were introduced to lower the standards of pharmacy.

All labor bills were defeated and much proposed adverse legislation was headed off due to the excellent work of your Committee and Attorney.

We failed to get enacted into law our own proposed legislation due to some very unusual situations which will be explained in the report of the Legislative Committee. We were very fortunate in having as Chairman of this Committee, Mr. Paul Thompson of Fairmont, a former member of the House of Representatives, who did an excellent job.

Student Branch

In March it was my pleasure to visit the Student Branch in Chapel Hill. Although I went down there with some fear and misgivings, this proved to be one of the most enjoyable experiences of my administration. Their eagerness and anxiety for information on the practical operation of a drug store was really refreshing. I have never seen a more attentive or appreciative audience, and it does one's heart good to observe their interest.

Realizing that a majority of them had never had any drug store experience, I told them of many ideas that I had found useful, and warned them of many pitfalls into which I had stumbled.

"Dealing with the Customer" was one of the principal subjects discussed, and they were told that tact, courtesy, diplomacy, hard common sense, and good judgment would be required.

An explanation of the difference between courtesy and diplomacy that I once heard was passed on to them, and here it is: "If a gentleman should accidentally walk into a strange bathroom and find a lady in the tub, and he should say, 'Pardon me, please,' and immediately walk out, that would be courtesy. But, if he should say, 'Pardon me, *"Sir,"* ' that would be diplomacy."

I was delighted to see so many young ladies in the School of Pharmacy, and am of the opinion that as more of them enter our profession we will have cleaner drug stores, more orderly arranged, and a more wholesome atmosphere prevailing.

I cannot help but feel that we are not doing our full duty by our Student Branch members. In their report at the Charlotte Meeting, an invitation was extended for druggists to visit them. We should do this, if for no other reason than a selfish one, that the graduates be better prepared to meet the everyday problems when they enter our stores. But a far better reason would be that we could have a small part in helping those who are to carry on in our footsteps, and make our profession even better than it is today.

Our School of Pharmacy is doing an excellent job of preparing its students for our prescription departments, but they do not meet customers or sell merchandise over the counter in the laboratory. It is up to us to see our duty and do it. A pharmacist, who is not a store owner, would be an ideal visitor as many questions would be asked him that might not be asked of an owner. We should have a representative of every type of store in the state to visit them. A speech is not necessary, if so I would have been doomed. Just a few comments, throw the meeting open to questions, and you will have a lot of fun. You may rest assured that you will receive a very cordial welcome from each and every member of the Faculty and Student Branch.

Drug Clubs

On April 3, Secretary Smith and I visited the newly organized Wayne County Retail Druggists Association at Goldsboro. We ate western steak in an eastern town. We were delighted with the interest in Association affairs shown, and feel sure that a meeting in that section will do a great deal of good.

On this trip we visited every drug store in Goldsboro, Smithfield, and Clayton.

We have local drug clubs in most of the larger cities and they are doing excellent work, and when the parent Association calls on them for help it always comes forth immediately. I think one of our needs now is for the formation of County or Multi-County Clubs or Associations.

Local clubs promote good fellowship, mutual problems can be solved, and existing difficulties can be controlled. Eating together makes the road much smoother.

They can make the State Association more active and interesting, and are excellent training grounds for state Association officers.

Western Trip

Secretary Smith and I spent the week of April 7 visiting the drug stores in the western part of the state. Starting in at Gastonia, we called on every one between there and Murphy. Our efforts were directed toward getting new members, reviving interest in old ones, collecting dues, building good will for the Association, and extending invitations to this Convention.

We made many pleasant contacts and many of our members seemed to appreciate a visit from their officers. I picked up many good ideas for our own stores. One thing that I noticed was the need of better lighting in some of the stores, while in many others recent improvements had been made, with excellent results. I feel sure that the talk on "Better Lighting" on this program will be beneficial to many of us.

After spending one week on the road I came to the conclusion that if every owner of a drug store in North Carolina would do likewise that ever after, for the members of our T. M. A., I feel sure that life would be much sweeter, and I know their expense accounts would be much smaller. I have made a resolution that, starting next week, I am going to try to be more considerate of them. I have an idea that those who have called on me during the past month will be glad to hear it. These men are real friends of the druggists, as they travel over the state and pick up good ideas, and pass them on to us in other towns. They are most helpful to us, and can be especially so to the young pharmacist just starting in business for himself. A true member of the T. M. A. will advise him wisely rather than sell him more merchandise than he really needs.

Another way in which they help us is in creating a desire for our members to attend the sectional meetings and the annual convention by their sustained efforts in promoting these events. Therefore, for the time being, I would like to change T. M. A. to T. A. M.—"Thanks a Million."

The Women's Auxiliary is a vital part of our organization and is doing its duty in promoting the interests of Pharmacy.

In 1932 a loan fund was started for needy students of our School of Pharmacy. This fund has now grown to more than $900, a very neat sum to carry on this work. I would like to express to them my sincere thanks for their continued interest and cooperation.

Future Growth

As to the future growth of the Association, I am very optimistic and feel that the coming year will be more successful than the past, as the President and Secretary will be only twelve miles apart and can go over the affairs of the Association more frequently. There are many good pharmacists who are prominent and substantial citizens in their respective communities, but not members of our Association. Many of them have been dropped from the roll, and I firmly believe some of them can be brought back into the fold if we can correct a situation that is getting more acute with the scarcity of registered pharmacists. Many places of business are operating as drug stores without a registered pharmacist for extended lengths of time, and we must find some way to help the Board in bettering this situation.

What a person will pay for a thing depends not on what it is actually worth, but what he or

she believes it to be worth. Therefore our job is for each member to become a missionary and carry the gospel to the unbelievers. We should not condemn them but convince them that our cause is a common cause, and our enemies common enemies. Druggists are bargain hunters. The services rendered by organized pharmacy in North Carolina, for the price asked, represent a genuine bargain.

Vice-Presidents

I think one way in which we can build up and retain our membership is for the officers to visit the stores more. It was my privilege to slide into the the President's chair with too great ease. Outside of attending all Executive Committee meetings and Conventions to which I was sent as a delegate, I did not do much else as a Vice-President.

It is impossible for the President to cover the whole state with the Secretary. Therefore, I suggest that the First and Second Vice-Presidents each travel with the Secretary, preferably in a section of the state other than the one in which he resides. By doing so he will meet many members in person who do not get to attend the Convention regularly, and when he is elevated to the Presidency he will be in a better position to appoint his committees more intelligently.

Also, it will give some of the members an opportunity to see the man for whom they have been voting.

Other ways of promoting general welfare of pharmacy would be by making talks to the Student Branch, and to high-school seniors in trying to influence them in studying pharmacy, and by making talks during National Pharmacy Week.

If the above suggestions meet with your approval it would be necessary to amend Article II, Section 2 of the By-Laws. The following to be added to Article II, Section 2: To assist the President and Secretary in promoting interests of the Association in any way the Executive Committee sees fit.

Board of Pharmacy

Our Board of Pharmacy is to be commended for tightning up on applications for new drug store permits. When such an application is received an inspector is sent to make a thorough investigation, and, according to a recent ruling, a minimum requirement of equipment is made before a permit is granted. After traveling over the state and seeing actual conditions I have come to the conclusion that there are problems confronting our Board of Pharmacy that cannot be solved by the Wisdom of King Solomon himself. Ever since my early school days I have heard the expression, from "Murphy to Manteo," without realizing the full extent of its meaning. Two years ago I went to Manteo and got an idea of what a big job it was to inspect the drug stores of North Carolina often. But not until last month, when I visited Murphy, did I realize the immensity of the situation.

The Board needs a lot of help in enforcing our Pharmacy Laws, and by enforcing the laws I do not have reference to those stores with only one pharmacist. What I refer to is those with not even one, operating for extended lengths of time. In view of the fact that approximately 20% of the drug stores and pharmacies in North Carolina are owned by those other than registered pharmacists, and shortage of pharmacists at the present time the situation is becoming quite acute. I think such applicants in the future should be advised by the Board of such shortage and that the Board could not be held responsible for supplying pharmacists. It is very easy for the nonregistered owner to tell the Board to send a pharmacist, but very hard for the Board to do so.

How can we help the Board? I have only one idea and it may not be worth a "Tinker's Dam." Each year the President appoints a Legislative Chairman in every county in the state and the Secretary sends a notice of such appointment and outlines the duties. To be included in these duties would be the reporting of such stores to the Board, and when this duty has been performed then it is the duty of the Board to send an inspector immediately and take the proper steps. The above duty of the County Chairman should be published in the CAROLINA JOURNAL OF PHARMACY, so that every drug store owner in the state will be informed of it, and, therefore, should not criticize the County Chairman for performing his duty.

Suggestions

1. Continuation of Sectional Meetings
2. Continuation of Retail Drug Institute
3. Continuation of affiliation in N. A. R. D.
4. That non-members be charged $1.00 annually for the JOURNAL
5. That more duties be assigned the first and second Vice-Presidents
6. Formation of County and Multi-County Drug Clubs
7. Observance of a Clean-up, Paint-up, and Brighten-up Week for our stores
8. Inauguration of program to interest high-school seniors in our profession
9. More cooperation be given Fair Trade Manufacturers
10. Election of members of the Board of Pharmacy, by mail ballot, just as officers of the Association are elected. This suggestion is made because of the change in the By-Laws affecting Board Members at the last Convention.

To make this change it will be necessary to amend Article I—Election of Officers, Section 5. of the By-Laws, to read as follows:

The North Carolina Pharmaceutical Association shall annually elect by mail ballot, in the same manner as officers are elected, from among the most skillful pharmacists in North Carolina, for a term of five years, one pharmacist to the State Board of Pharmacy. The same must have been registered as a pharmacist in North Caro-

lina at least five years previous to his election; he must be actually engaged in pharmacy; and shall not succeed himself; provided that this does not prohibit the re-election of any member of the present board for one additional term.

Thanks and Appreciation

The past year has been one of the happiest of my life. and I want to thank you sincerely for the honor and privilege of serving as your President. I feel that I have gained more than I have given, for the many pleasant associations I have had. the friends I have made, all the delightful functions in which I have taken part throughout the state, shall always be cherished memories. I wish to express my deep appreciation to my fellow officers, the Chairman and members of the various committees, the members of the Board of Pharmacy, Mr. H. C. McAllister, Inspector. Dean Beard, Miss Alice Noble, Attorney Bowman and the Faculty of the School of Pharmacy for their interest and cooperation at all times.

I owe a debt of gratitude to Secretary Smith for every effort that he has put forth to make this administration a successful one. He has been sincere and conscientious in carrying out his duties and has done much of the work that I should have done. It has been a real pleasure to be associated with him.

In conclusion I want to thank Mr. I. T. Reamer, Local Secretary, Mr. L. J. Loveland. Local Chairman of the T. M. A., and Mrs. Morgan, President of the Durham Women's Auxiliary, and the members of the Durham Drug Club for the elaborate plans they have made for our entertainment and pleasure.

To those who have had the patience and endurance to remain in this room and listen to this lengthy report I express my deepest sympathy.

It was moved and seconded that the President's address he referred to a Committee for consideration. Vice-President Rogers appointed D. L. Boone, Sr., Chairman, Sam Welfare and A. C. Cecil as Committee on the President's Address.

At a later session Mr. Rogers called upon Chairman Boone for the Committee's report on the President's Address.

REPORT OF THE COMMITTEE ON THE PRESIDENT'S ADDRESS

Your Committee met and reviewed carefully the address and suggestions offered by our President and we desire to commend him for his untiring efforts in behalf of the Association during these twelve months that he has served us so faithfully.

Suffice it to say that his report of his efforts is one of the most comprehensive that has been made to this body. His untiring efforts in seeing that the objectives of the Association have been fully carried out, is the knowledge of each one of us.

He has travelled from Manteo to Murphy in the interest of pharmacy (which he loves so well) and while it was his pleasure and he received much joy and pleasure from it, we are confident that it was a sacrifice on his part many times. We offer his address and his suggestions to the Association.

We, your Committee, desire to present to the Association suggestion number 10 which reads as follows: "Election of members of the Board of Pharmacy by mail ballot, just as officers of the Association are elected. This suggestion is made because of the change in the By-Laws affecting Board Members at the last Convention. To make this change it will be necessary to amend Article I—Election of Officers—Section 5 of the By-Laws, to read as follows: The North Carolina Pharmaceutical Association shall annually elect by mail ballot, in the same manner as officers are elected, from among the most skillful pharmacists in N. C. for a term of five years, one pharmacist to the State Board of Pharmacy. The same must have been registered as a pharmacist in N. C. at least five years previous to his election; he must be actually engaged in pharmacy; and shall not succeed himself; provided that this does not prohibit the re-election of any member of the present Board for one additional term."

Same to take effect as of 1942.

Suggestion number 4—pertaining to non-members being charged one dollar annually for the JOURNAL. We move this suggestion be tabled.

If there are no objections, we recommend that the eight remaining suggestions be endorsed as a whole and that the Executive Committee be instructed to see that same is properly attended to.

We further recommend that a vote of appreciation and thanks be extended to President Hollingsworth for his untiring efforts during his administration in behalf of the N. C. druggists, and beloved Association.

Respectfully submitted,

(Signed) D. L. BOONE, *Chairman*.
A. C. CECIL,
SAM E. WELFARE.

At the conclusion of the report, suggestions No. 10 and No. 4 were voted on individually and the remainder were voted on as a whole. With the exception of suggestion No. 4, which received an unfavorable vote, all of President Hollingsworth's suggestions were adopted by the Association. Upon Mr. Boone's motion the President's report was adopted. President Hollingsworth was accorded a rising vote of thanks for his splendid report on the activities of the past year, and his recommendations.

President Hollingsworth resumed the chair and expressed thanks that his recommendations were accepted.

Mr. Rease Inge, Southern Sales Manager of E. R. Squibb and Sons was introduced by President Hollingsworth as the next speaker of the evening.

CUSTOMER RELATIONS AS APPLIED TO THE RETAIL DRUG STORE

By Rease Inge

Mr. Inge's address was carried in full in the August issue of the JOURNAL

D. L. Boone, Jr., Chairman of the Prize Committee, on behalf of Peabody Drug Co. presented President Hollingsworth and President-elect Rogers with copies of "History of Pharmacy."

Following this was a drawing of Pharmacy books presented by Peabody Drug Co. Miss Alice Noble was called on to draw the numbers from the box. The major prize, fifty dollars worth of books was won by H. C. McAllister of Chapel Hill, Assistant Inspector for the N. C. Board of Pharmacy. Other prize winners were: Wilkins Harden, of Raleigh; J. Harper Best, of Greensboro; W. P. Ripley, of Durham; Rowe B. Campbell, of Taylorsville; Phil D. Gattis, of Raleigh; A. D. Edens, J. B. Threatt and C. L. Clodfelter, all of Durham; W. Lee Moose, of Mount Pleasant; Carter Watkins, of Emporia, Va.; A. C. Cecil, of High Point; W. W. Allgood, of Roxboro; and B. H. Whitford, of Washington.

Following the awarding of prizes, motion for adjournment was made and seconded.

SECOND SESSION

The second session of the convention was called to order by President Hollingsworth at nine o'clock Wednesday morning.

During the Reading of Communications the following was read by President Hollingsworth:

May 13, 1941.

Joseph Hollingsworth, President,
N. C. Pharmaceutical Association Convention,
Washington Duke Hotel, Durham, N. C.

As you assemble for your 1941 Convention the National Association of Retail Drnggists extends to the officers and members of the North Carolina Pharmacentical Association its greetings and best wishes for a most successful series of meetings. At no time has there been greater need for continued loyalty and organized cooperation among druggists. I trust this allegiance to local, state and National Associations will be reaffirmed at your Convention.

(Signed) JOHN W. DARGAVEL,
Executive Secretary,
National Association of
Retail Druggists.

Mr. F. W. Hancock, Secretary-Treasurer of the N. C. Board of Pharmacy was called upon at this time for his report. He stated that this was his 40th annual report. He announced that the Beal prize was won by Jesse M. Pike of Concord. At the conclusion of the reading of the names of those members who had died during the past year, the entire delegation stood as a silent tribute to them. During this time, Mr. Hancock read an appropriate poem.

At the conclusion of his report, which is to be found elsewhere in this issue, it was moved and seconded that it be adopted.

President Hollingsworth then called for a report of the Membership Committee. Since Chairman E. V. Stephenson was unable to be present, Secretary W. J. Smith presented his report.

REPORT OF MEMBERSHIP COMMITTEE

Due to the unfortunate death of our Chairman, Mr. Henry Clay Ross of Winston-Salem, this committee has been unable to function as originally planned. I have been appointed Acting Chairman for the Committee and wish to submit the following report:

Since June 1 of last year the Association has accepted 38 regular members and 18 associate members. The Student Branch of the Association at Chapel Hill has accepted 17 new members.

In order to secure new members for the coming year a program of some nature should be formulated. I suggest that a cnrrent copy of the CAROLINA JOURNAL OF PHARMACY be sent to every prospective member in our State. Along with this JOURNAL should be included a personal letter describing the merits of the Association and showing the many advantages enjoyed by its members. The dues paid by our members help to maintain and continue the CAROLINA JOURNAL OF PHARMACY, the Retail Drug Institnte, Merchandising Clinics, Legal Department, Pharmacists' Employment Bureau, Fair Trade and Legislative Committees, Annual Meetings of the Association, and various other activities that improve the statns of the Professional Pharmacist in this State.

Let us all work together and strive to increase our membership as much as possible before our next meeting. TOGETHER WE STAND—DIVIDED WE FALL.

(Signed) E. V. STEPHENSON, *Chairman*
Membership Committee.

Motion was made and seconded to adopt report of the Membership Committee.

President Hollingsworth then appointed the Nominating Committee: R. R. Copeland, *Chairman*, Phil Gattis, C. C. Fordham, Jr., J. C. Jackson, R. P. Lyon, P. J. Suttlemeyer, E. C. Adams.

President Hollingsworth appointed as a Committee on Time and Place, J. C. Brantley, Jr., Chairman, Earl Tate and C. R. Whitehead.

The next order of business was the report of the Executive Committee. This was read by Secretary Smith.

REPORT OF EXECUTIVE COMMITTEE

First Session

The first meeting of the Executive Committee was held in Charlotte immediately after the close of the 1940 Convention. All members of the Committee were present except Mr. Paul Bissette.

It was moved and passed by Suttlemyre-Gattis that I. W. Rose continue as Acting Secretary-Treasurer and Managing Editor of the CAROLINA JOURNAL OF PHARMACY for a period of six months, or until a permanent Secretary-Treasurer and Managing Editor was selected.

On motion of Suttlemyre-Rogers, Mr. C. M. Andrews was re-elected Assistant Secretary-Treasurer.

The President and Secretary-Treasurer were empowered to select a Local Secretary in conference with Durham druggists for the 1941 meeting on motion of Fordham-Gattis.

Motion by Fordham-Gattis was passed that the President discuss with prospective persons terms and conditions upon which they might accept the position of Secretary-Treasurer and Managing Editor of the CAROLINA JOURNAL OF PHARMACY and have them present at the next meeting of the Committee if thought wise.

The meeting then adjourned to assemble again on call of the President.

Second Session

The Executive Committee met on June 20 in Chapel Hill with all members present with the exception of Mr. C. C. Fordham.

The Acting Secretary-Treasurer presented a financial report showing the condition of the treasury. After discussion of this report the Board of Pharmacy, all members being present, was invited into the meeting in order to have their advice and help in the matter of electing a Secretary-Treasurer of the Association.

The possibility of electing W. J. Smith, who was then working for the Board, was discussed. The Board of Pharmacy agreed, if he was elected, to pay him his present salary to September 1, 1940; any traveling expense for the Association up to this date to be paid by the Association.

Beginning September 1, 1940, the Board of Pharmacy agreed to pay $1,200 per annum on the salary of the Secretary-Treasurer with traveling expense to be shared with the Association in proportion to the amount of travel for each.

At this point the members of the Board of Pharmacy retired and the Committee proceeded to elect, on motion by Suttlemyre-Rogers, W. J. Smith as Secretary-Treasurer of the Association and Managing Editor of the CAROLINA JOURNAL OF PHARMACY at a salary of $2,400 per annum, $1,200 of which is to be paid by the North Carolina Pharmaceutical Association beginning September 1, 1940. Traveling expense is to be shared with the Board of Pharmacy in proportion to the amount incurred by each as determined by the Secretary-Treasurer.

It was moved and passed on motion by Gattis-Bissette that F. O. Bowman be retained as Attorney until January 1, 1941, at the same salary.

Motion by Gattis-Bissette was passed that action on dropping members for non-payment of dues be deferred until January, 1941.

Moved and passed by Suttlemyre-Bissette that new members joining between now and January 1, 1941, and paying dues for a year would be given membership for the period to January 1, 1942.

The meeting then adjourned.

Respectfully submitted.

(Signed) I. W. ROSE,
Acting Secretary-Treasurer.

Third Session

The third meeting of the Executive Committee was held in Howell Hall of Pharmacy, Chapel Hill, on September 17, 1940. All members of the Committee were present.

On motion of Bissette-Gattis, Joe Hollingsworth was elected Chairman of the Committee and W. J. Smith, Secretary.

Motion by Suttlemyre-Gattis was passed that the Secretary-Treasurer of the Association contact the Directors of the T. M. A. in regard to distributing a list of the T. M. A. members to every drug store in North Carolina.

Motion by Suttlemyre-Fordham that the CAROLINA JOURNAL OF PHARMACY be sent to every drug store in North Carolina was passed.

The Committee approved Sectional Meetings on motion by Suttlemyre-Bissette.

Upon motion by Fordham-Rogers, the Committee decided to hold a banquet in recognition of Miss Alice Noble's long period of service for the Association; that the entire expense of the banquet be borne equally by members of the Committee and finally, that President Hollingsworth appoint a Committee to formulate plans for the banquet.

The Secretary-Treasurer was authorized to have Seeman Printery design a membership certificate to be mailed 1941 dues-paid members and to submit this certificate to the Executive Committee for approval during their next regular meeting.

Upon motion by Suttlemyre-Gattis the Committee voted to solicit donations from the members of the Association towards purchasing a suitable gift for Miss Alice Noble.

The Committee voted on motion of Suttlemyre-Fordham to extend a letter of appreciation to Professor I. W. Rose for his services as Acting Secretary-Treasurer.

The Committee then adjourned.

Fourth Session

The fourth meeting of the Committee was held in the Carolina Inn, Chapel Hill, on the night of December 11, 1940, with all members present. Members of the North Carolina Board of Pharmacy were in attendance.

After a lengthy discussion of the George-Deen Act by Mr. T. Carl Brown, State Supervisor of Distributive Education in North Carolina, the Committee unanimously voted to co-operate with the State Department of Education in promoting this educational program in North Carolina.

The Committee approved the certificate of membership as submitted by W. J. Smith on motion of Fordham-Bissette and expressed its approval to Mr. P. J. Suttlemyre and his son for their work in designing the emblem which appears on the certificate.

Motion by Fordham-Suttlemyre that Mr. I. T. Reamer be selected as Local Secretary for the 1941 Annual Meeting of the Association was unanimously passed.

There being no further business, the meeting adjourned.

Fifth Session

The fifth session of the Committee was held at the Sir Walter Hotel, Raleigh, on Friday afternoon, January 31, 1941. All members of the Committee were present except C. C. Fordham, Jr., and P. J. Suttlemyre.

The date of the 1941 Annual Convention in Durham was fixed as May 13, 14 and 15 on motion by Rogers-Bissette. The Committee decided to hold the first session on the night of May 13 with registration to begin in the early afternoon. The Washington Duke Hotel was unanimously selected as Convention Headquarters.

President Hollingsworth presented a report on the transactions covering the banquet held in honor of Miss Alice Noble on December 2, 1940. The report was accepted by the Committee and all records turned over to the Secretary-Treasurer for filing.

The Secretary-Treasurer was instructed, on motion by Rogers-Bissette, to write Mr. P. A. Hayes, President of Justice Drug Company, a letter of appreciation for his co-operation in securing the luggage later presented to Miss Alice Noble as a gift.

In recognition of her long period of useful service for the North Carolina Pharmaceutical Association, the Committee unanimously approved a motion by Bissette-Rogers to enroll Miss Alice Noble as an honorary member of the N. C. P. A. The Secretary-Treasurer was directed to draw up a document certifying to this honorary membership and to forward it to Miss Noble without delay.

The Secretary-Treasurer was directed to send certificates of membership to all Life Members beginning with the current year.

Motion by Gattis-Bissette was passed that the expense of the Asheville Merchandising Clinic totaling $14.03 be approved and that the sum of $25.00 be appropriated for the Greensboro Clinic to be held in that city on March 5, 1941.

The audit of the books of the Secretary-Treasurer for June-December, 1940, was read, studied and approved on motion by Bissette-Rogers. The Secretary-Treasurer was authorized to reinstate members on the payment of two years dues with the understanding that this special privilege is to terminate January 1, 1942.

F. O. Bowman was retained as Attorney for the Association during 1941 at an annual salary of $1,800 on motion by Bissette-Rogers.

The Committee voted on motion by Bissette-Gattis to meet again on May 13 in Durham.

Sixth Session

The sixth and final session of the year was held in the Fountain Room of the Washington Duke Hotel on May 13 with the entire membership of the Committee in attendance.

Appropriation of a sum not to exceed fifty dollars ($50) for an exhibit of the Association at the 1941 annual meeting of the N. C. Medical Society was approved on motion by Bissette-Suttlemyre.

Motion by Gattis-Bissette was passed that $25 be appropriated for the Eastern North Carolina Merchandising Clinic to be held in that section of the State.

Applications for membership in the N. C. P. A. from 38 Regular and 18 Associate Members were approved on motion by Rogers-Fordham.

Motion by Gattis-Fordham was passed that the Report of the Executive Committee as read by the Secretary be accepted.

The Committee adjourned.

Respectfully submitted,

W. J. SMITH,
Secretary-Treasurer.

Mr. J. L. Crumpton of the Commercial Casualty Company of Newark, N. J., asked to be allowed to speak to the members concerning a form of insurance now being offered to Doctors, Dentists, Pharmacists, and other members of health professions. At the conclusion of his remarks, upon motion of J. V. Farrington, a committee was to be appointed to investigate this insurance

and make a report before the convention closed.

The next order of business was the report of the Secretary-Treasurer.

REPORT OF SECRETARY-TREASURER

Mr. President, Members of the North Carolina Pharmaceutical Association, Ladies and Gentlemen:

I have the honor to submit a report of the Secretary-Treasurer for the seven months' period beginning June 1, 1940 and ending December 31, 1940; also a preliminary report for the first four months of 1941. The division in this report was necessitated by changing the fiscal year of the Association to the calendar year on January 1, 1941.

The report is still further subdivided into two classifications: Financial and General. From the financial report I will read only summarized figures since each of you have a mimeographed copy of the complete report and may examine it at your convenience.

FINANCIAL REPORT
NORTH CAROLINA PHARMACEUTICAL ASSOCIATION
Chapel Hill, North Carolina

CASH RECEIPTS AND DISBURSEMENTS FOR THE SEVEN MONTHS ENDED DECEMBER 31, 1940

CASH ON DEPOSIT JUNE 1, 1940		$1,783.85
RECEIPTS:		
Dues:		
For year 1938-39	$ 82.00	
For year 1939-40	237.50	
June to December, 1940	834.00	
Prepaid for 1941	43.00	
New members	170.50	
Total Dues	$1,367.00	
Refund of Expense Joe Hollingsworth	22.55	
Interest	12.95	
Advance by Treasurer	1.00	
Other Income	10.50	
Total Receipts	$1,414.00	
DISBURSEMENTS:		
Salaries:		
F. O. Bowman	$ 900.00	
Miss Alice Noble	400.00	
W. J. Smith	300.00	
I. W. Rose	37.50	
C. M. Andrews	15.00	
Total Salaries	1,652.50	
Joe Hollingsworth, President's Account	150.00	
W. J. Smith, Traveling Expense	243.68	
Postage, Telephone, Telegraph	104.78	
N. C. P. A. Scholarship	85.00	
Printing	51.04	
N. A. R. D. Dues	25.00	
Prentice-Hall Service	18.00	
Convention Expense, 1940	14.03	
Flowers	10.30	
Treasurer's Bond	7.19	
Miscellaneous	19.83	
Total Expense	$2,381.35	
Excess of Disbursements over Receipts		967.35
CASH ON DEPOSIT DECEMBER 31, 1940		$ 816.50
Amount Invested in A. D. F. I. Stock		100.00
Total Assets		$ 916.50

The financial report has been examined, audited and approved by the Executive Committee sitting in session January 31, 1941.

GENERAL REPORT

Membership

The membership roll on December 31, 1940, was as follows:

Regular Members	615
Associate Members	144
Charter Members	2
Life Members	43
Student Branch Members	62
Honorary Members	9
Total	875

Deaths

It is with regret that I report the death of two of our Life Members during the year:

Charles Peyton Greyer, Morganton, Oct. 5, 1940.

Joseph Alphonso White, Mooresville, Oct. 6, 1940.

Four of our regular members died during the year:

John Glenn Roberson, Hertford, August 6, 1940.

Wayland Andrew Liles, Durham, August 16, 1940.

William Fletcher Rogers, Durham, October 19, 1940.

John Albert White, Jonesboro, November 30, 1940.

This makes a total of six members that we lost by death from June 1, 1940 to December 31, 1940.

Resignations

One regular and two associate members resigned during the year:

John A. Mitchener, Sr., Edenton, Dec. 10, 1940.

Fred Pass, Hayesville (Associate), Sept. 1, 1940.

G. M. Honeycutt, Kenansville (Associate), Nov. 25, 1940.

New Members

Forty-nine new members were added to the rolls from June 1 to December 31, 1940. The distribution is as follows:

Regular Members	26
Associate Members	8
Student Branch Members	15

Regular

Louis Myron Bobbitt, Winston-Salem.
Clement Byrd, Roxboro.
John Henry Causey, Winston-Salem.
Lyle Benjamin Craig, Vass.
Gilberto Colina, Charlotte.
Robert Irvin Cromley, Raleigh.
Oren Edgar Franklin, Wilmington.
Clyde Loraine Futrell, Cary.
Malcolm Noyes Goodwin, Charlotte.
Aldridge Kirk Hardee, Jr., Charlotte.
William Anderson Hayes, Durham.
Mrs. J. T. Caudill, Elizabethton, Tenn.
Allen Alexander Lloyd, Hillsboro.
William Francis Lynch, Greensboro.
Samuel Woodrow McFalls, Greensboro.
John Albert McNeill, Whiteville.
George Edgar Matthews, Fayetteville.
Joseph Clement Powell, Winston-Salem.
Thomas Reid Rand, Jr., Raleigh.
Wayne Robert Richardson, Boone.
Robert Meril Rimmer, Franklin.
Jesse Milton Russell, Jr., Canton.
Benjamin Franklin Stone, Elizabethtown.
Harry Moseley Sullivan, Waynesville.
Alonzo Kennedy Walters, Burlington.
B. Paul Woodward, Southern Pines.

Associates

Robert Clifton Alderman, Rosehill.
Thelbert Alonzo Barbour, Burlington.
Edward A. Brecht, Chapel Hill.
Albert B. Chandley, Asheville.
Thomas Dillon David, Pembroke.
Eugene Delano Millaway, Burlington.
Joseph Phillips Richardson, Lenoir.
William Neisler Wilkins, Kinston.

Student Branch

Sam Beavans, Enfield.
Grady Britt, Raleigh.
Bobby Carlan, Galax, Va.
Fred Dees, Burgaw.
Henry Greene, Roanoke Rapids.
Lacy Gilbert, Parkton.
Mack Herrin, Clinton.
Marsha Hood, Kinston.
Banks Kerr, Mooresville.
Raymond Pethel, China Grove.
Louis Shields, Murphy.
W. J. Sheffield, Winchester, N. H.
Ralph Teague, High Point.
Harry Tee, Harrington, Del.
Jeff Whitehead, Enfield.

Dropped

The following twenty-nine Student Branch Members have been dropped from the rolls mainly because of graduation from the School of Pharmacy:

William Thomas Boone, Jackson.
Anna Dean Burks, Chapel Hill.
Edward Graham Campbell, Lucama.
William Addison Cavin, Mooresville.
Alfred Nixon Costner, Lincolnton.
Henry E. Dillon, Elkin.
Kenneth Lee Dingler, Mooresville.
Raymond L. Fox, Danville, Va.
Robert Gardner Ham, Yanceyville.
James Henry Johnson, Winston-Salem.
Hunter Liggett Kelly, Apex.
Jos. Gilbert King, Jr., Chattanooga, Tenn.
Ray Alexander Kiser, Lincolnton.
Allen Alexander Lloyd, Hillsboro.
Bernard Lockhart, Saltville, Va.
Leo Andrew Lorek, Castle Hayne.

John Cameron McDonald, West Durham.
Charles Daniel McFalls, Newton.
Samuel Woodrow McFalls, Newton.
Jesse Miller Pike, Concord.
Donald Alton Plemmons, Asheville.
Gershon Leonard Rubin, Kinston.
Edwin Tate Sessoms, Roseboro.
Leon Wriston Smith, Kannapolis.
Rose Pittman Stacey, Chapel Hill.
John William Thornton, Dunn.
Julian Carter Watkins, Emporia, Va.
Elizabeth Weaver, Chapel Hill.
Martin Hildred Williams, Lexington.

The Carolina Journal of Pharmacy

Publication of the CAROLINA JOURNAL OF PHARMACY has been continued essentially as has been the custom in the past. More than 8,000 copies were mailed from the office during the seven-month period.

Due to the capable management of the JOURNAL by the former editors, the publication is on a sound financial basis. An audited statement, showing assets of $913 and no liabilities at the close of 1940, was published in the April 1941 issue of the JOURNAL.

In an endeavor to give better news coverage of the State, a number of additional reporters have been added to the staff; however, every member of the Association is considered a JOURNAL reporter to aid us in making it a more readable and worth-while publication.

No report of the CAROLINA JOURNAL OF PHARMACY would be complete without mentioning the advertisers. Without their support publication of the JOURNAL would have to cease or be seriously curtailed. Show your appreciation of the JOURNAL advertisers by purchasing your merchandise from them whenever possible.

Merchandising Clinics

Recognizing a need for proprietor-clerk training in better merchandising, the Association sponsored a Merchandising Clinic in Asheville on November 7, 1940, in co-operation with the Asheville Drug Club and the Dr. T. C. Smith Drug Company. The success of the one-day meeting, attended by 81 drug store proprietors and clerks, representing 21 North Carolina towns, paved the way for continuance of such meetings in other sections of the State.

Pharmacists' Employment Bureau

With a rather acute shortage of registered pharmacists in the State, many requests reached us for either registered men or drug clerks which we were unable to meet. Despite this shortage an attempt was made to bring employer-employee together as rapidly as possible.

Pharmacists and drug clerks desiring work in this State may register with the Bureau without cost by filling out an Employment Application Blank obtainable from the Secretary of the Association.

Trips

Four hundred eighty (480) or approximately 50% of the drug stores in North Carolina were visited during the June-December period. In order to do this it was necessary to travel 8,857 miles. Practically all the drug stores in Eastern North Carolina were visited with the exception of a small area near Greenville and Kinston. While on these trips scheduled addresses were delivered before most of the local drug clubs.

Mail Ballot

Immediately following the Charlotte meeting last year, the names of the nominees for office were printed in ballot form and mailed to the entire membership. The ballots were returned to President Hollingsworth who delegated to the duly appointed Board of Tellers the task of counting the votes. Serving on the Board were Messrs. W. S. Wolfe, Chairman, A. P. Turnmyre, and George E. Royall, who announced the following results:

President: Ralph P. Rogers of Durham.

First Vice-President: John C. Brantley, Jr. of Raleigh.

Second Vice-President: W. M. Salley of Asheville.

Third Vice-President: T. G. Crutchfield of Greensboro.

Member of the Executive Committee for a three-year term: Joe Hollingsworth of Mount Airy.

Conclusion

In conclusion I wish to thank those of you who have helped me become acquainted with the duties of the Secretary-Treasurer, particularly the Executive Committee, Miss Alice Noble and Dean Beard of the State University School of Pharmacy. Grateful acknowledgment is accorded the Board of Pharmacy for their cooperation and financial help to the Association; to Mr. H. C. McAllister for his advice and valuable assistance in collecting dues; and to the University authorities who furnished office space for the Secretary-Treasurer without cost to the Association.

Respectfully submitted,

(Signed) W. J. SMITH.

NORTH CAROLINA PHARMACEUTICAL ASSOCIATION

Chapel Hill, North Carolina
May 1, 1941

PRELIMINARY REPORT
FOR THE FIRST FOUR MONTHS OF 1941
FINANCIAL REPORT

CASH RECEIPTS AND DISBURSEMENTS FOR THE FOUR MONTHS ENDED May 1, 1941

CASH ON DEPOSIT DECEMBER 31, 1940		$ 816.50
RECEIPTS:		
Dues:		
For Year 1938-39	$ 42.00	
For Year 1939-40	110.50	
June-December, 1940	160.00	
1941	1,370.00	
Prepaid for 1942	7.00	
New Members	64.00	
Total Dues	$1,753.50	
Other Income	13.62	
Total Receipts	$1,767.12	
DISBURSEMENTS:		
Salaries:		
F. O. Bowman	$ 600.00	
W. J. Smith	400.00	
C. M. Andrews	11.25	
Total Salaries	$1,011.25	
Postage, Telephone & Tel.	61.86	
Printing	38.00	
Clinic Expenses	18.75	
Traveling Expenses	81.55	
Audit of Books	37.50	
Miscellaneous	22.68	
Total Expenses	$1,271.59	
Excess of Receipts over Disbursements		495.53
CASH ON DEPOSIT MAY 1, 1941		$1,312.03
Amount Invested in A. D. F. I. Stock		100.00
Total Assets		$1,412.03

THE CAROLINA JOURNAL OF PHARMACY
STATEMENT OF CASH RECEIPTS AND DISBURSEMENTS

January 1, 1941 to May 1, 1941

RECEIPTS:		
Advertising Revenue		$ 860.84
DISBURSEMENTS:		
Printing 4 issues	$ 515.77	
Mailing Journal	9.83	
Office Supplies	7.00	
Five Hundred 3c Envelopes	16.26	
Audit Fee 1940	10.00	
Total Disbursements	$ 558.86	
Excess of Receipts over Disbursements		$ 301.98
Balance on Deposit December 31, 1940		370.64
Cash on Deposit		672.62
U. S. Saving Bonds—Cash Surrender Value		288.75
Accounts Receivable—Includes Program Issue		463.62
Total Assets		$1,424.99
Liabilities:		
Seeman Printery—for Printing the Program Issue		$ 210.20

General Report

The membership roll on May 1, 1941 was 891; 12 regular, 6 associate, and one honorary member being added from January 1 to May 1, 1941. During this same period two regular members died:

Samuel Monroe Turner, Burlington, February 16, 1941.

Henry Clay Ross, Winston-Salem, January 8, 1941.

One regular member resigned this year:

Clayton Smith Curry of Memphis, Tennessee, on January 12, 1941.

By means of funds secured from the State and Federal governments under the George-Deen Act, the Association has co-operated with the State Department of Education in sponsoring the Retail Drug Institutes in North Carolina. Mr. W. Lee Moose of Mount Pleasant was employed as itinerant instructor to conduct the classes, the first being held in Greensboro. Mr. Moose will give a complete report of his work in connection with the program to be presented by the Practical Pharmacy and Dispensing Committee this afternoon.

The second of a planned series of Merchandising Clinics was presented in Greensboro on March 5 of this year with an official registration of 96. The response to this Clinic was very gratifying; sufficiently so, I believe, to justify continuing this type of program in the future. If present plans materialize, a Clinic will be presented in Eastern North Carolina early this summer.

Personal visits to the drug stores of the State have been continued although less time has been available for this type of work due to the fact that the Secretary-Treasurer was kept busy in Raleigh on legislative matters for three months. President Hollingsworth accompanied me on a number of these trips and helped greatly in carrying the Association program to the members.

His Excellency, Governor J. Melville Broughton, on April 28 commissioned Mr. Marion Butler Melvin a member of the Board of Pharmacy for a five-year period. Mr. Melvin thus succeeded himself as an examiner.

In concluding this preliminary report for 1941 I ask that you consider carefully the facts and figures which have just been presented so that we may plan for the future. In order that the Association may continue its constructive program, it will be necessary for every member to do his or her share to improve the financial condition of the organization by paying dues promptly, and by co-operating with his State and Local officials so that we may become more closely organized in our efforts to improve conditions in the profession.

Let us work together to make 1941 a banner year for the North Carolina Pharmaceutical Association.

Respectfully submitted,
(Signed) W. J. SMITH,
Secretary-Treasurer.

Mr. Aksel Knudstrup of the Hygrade Sylvania Corporation presented an interesting talk on "Fluorescent Lighting."

FLUORESCENT LIGHTING

By Aksel Knudstrup

Mr. Knudstrup presented a very informative address which he made more interesting by the use of blackboard diagrams. He pointed out the various advantages of fluorescent lighting and compared it to present-day methods of illumination. He listed the four systems of lighting: (1) direct lighting system; (2) indirect lighting system; (3) semi-indirect lighting system; (4) direct indirect lighting system. He explained these in detail and impressed upon his audience the fact that the quality of light was of much more importance than the quantity of light. He further stated that glare was one of the things to be avoided in a lighting system, especially reflected glare from glossy surfaces. He then went on to say that the various colors which can be obtained in fluorescent lighting are made by the various combinations in which phosphorus is used. Another advantage of fluorescent lighting which he pointed out was that it is 50% cooler than old lighting systems.

By the use of another blackboard diagram he showed how a typical show window is divided into zones for lighting. He went on with a warning that equipment for fluorescent lighting must be of good quality in order to get the maximum service from it.

At the conclusion of his talk many questions were asked by the druggists which showed their enthusiasm on this matter.

In the absence of Mr. W. A. Queen, President of the National Association of Food and Drug Officials, W. Lee Moose spoke on Labeling under the Food, Drug and Cosmetic Act.

LABELING UNDER THE FOOD, DRUG AND COSMETIC ACT

By W. L. Moose

In the course of his informal talk, Mr. Moose touched on various proposals for changes to be made in the Food, Drug and Cosmetic Act and what they would mean to

the druggist. A specific point was made of the fact that there will be a restriction on dosages of certain drugs and restriction of amounts that can be sold to any one person during a certain period. He stressed the fact that all labels would have to carry full information concerning contents of a package as a safeguard to the public. He also informed the druggists that a resolution was to be submitted asking the State for money for enforcement of this Act. Following his talk, there was an informal discussion by the members.

The next order of business was the report of the delegates to the N. A. R. D. convention. Chairman J. A. Goode made a brief talk in which he praised various aspects of the meeting. He stated that 41 states were represented and that N. C. was well represented by C. C. Fordham, Jr., Phil Gattis, C. L. Eubanks, E. F. Rimmer, Paul Bissette, George Matthews, D. L. Boone, Sr., P. J. Suttlemyre, Sam Welfare, C. R. Whitehead, Joe Hollingsworth, P. A. Hayes, Dr. E. V. Zoeller and J. A. Goode. Chairman Goode was especially complimentary about the excellent drug show, the splendid speakers, and the discussions of various phases of drug store operation. Mr. Goode went on to say that North Carolina had contributed a good deal to the N. A. R. D., especially through C. C. Fordham, Sr., Jim Stowe, C. A. Raysor, C. L. Eubanks, etc. At this convention C. C. Fordham, Jr., was appointed to the Finance Committee, Joe Hollingsworth on Resolutions Committee, and J. A. Goode on Nominating Committee.

Chairman Goode then called on some of the other North Carolinians attending the convention. Sam Welfare, C. C. Fordham, Jr., Clyde Eubanks, Phil Gattis, P. J. Suttlemyre, and Dr. Zoeller all contributed a few remarks.

President Hollingsworth called on J. Floyd Goodrich, Secretary-Treasurer of the T. M. A. for a talk.

MERCHANDISING OR PHARMACY OR BOTH

By J. Floyd Goodrich

This talk was carried in full in the August issue of the CAROLINA JOURNAL OF PHARMACY.

At the conclusion of this address, session was adjourned to reconvene that afternoon.

THIRD SESSION

The third session was called to order by President Hollingsworth on Wednesday afternoon at 2:30.

Historian J. G. Beard was called upon to give his report.

REPORT OF HISTORIAN FOR 1940-41

By J. G. Beard

When I was made Secretary of the Association in 1912 very few records and no photographic material were available to give me or any similar officer a solid foundation of information on which to build. Starting with this handicap it was a painful and difficult task to get completely oriented. A resolve was made then to build up this aspect of Association work. Twenty-nine years later it is a pleasure to report that perhaps no state pharmaceutical organization in this country has a greater supply of historical source material than has the North Carolina Association. Diligent efforts have been made to collect and render usable every possible item that may now or later prove helpful in perpetuating all past and current facts that bear upon the profession of pharmacy in this State. Much of this material has been reproduced in the CAROLINA JOURNAL OF PHARMACY; much more has a secure place in the archives of the Historian that is immediately available to all interested persons. This work has not been the product of any one person since literally hundreds of people have co-operated, but one person must be singled out for recognition, and it is a pleasure to mention this person's name—Miss Alice Noble. Endowed with a natural interest in events and persons of the past she entered eagerly into the program of collecting and filing data and to her belongs much credit for the progress that has been made. It is impossible to give a real description of the material now on hand. Roughly and briefly it falls into the following category:

1. Scrapbooks of newspaper clippings covering annual and sectional meetings.

2. A file containing a separate card for every person who has been granted a license in this State citing year of licensure and all available data concerning him or her together with a cross reference to any applicable material. There is a similar file for all persons who belong to the Association with date of affiliation and other pertinent facts.

3. Whenever an individual becomes a productive agent whether as an officer, Board member, committeeman or what not, a larger sheet is set aside for such person. As collected facts continue to grow a separate folder is made for the individual into which go newspaper clippings, his or her photograph, interesting snapshots, in fact every possible item that has human interest.

4. We have a valuable set of lantern slides that contains the pictures of every chief officer of the Association and every member of the Board of Pharmacy from the very beginning to the present time. This project was started many years ago and is being kept up to date. At annual meetings from time to time these slides will be exhibited. They were last shown at the High Point convention in 1939.

In addition to the above mentioned historical activities on behalf of the Association we in the School of Pharmacy are endeavoring to add to our museum whatever items of the past that have been a part of drug stores in North Carolina. In this collection are old-fashioned scales, show-bottles, lithographed shelf bottles, mortars, prescription files, cork presses, and what not. We also have a collection of convention badges that date back for many years. The State does not appropriate any funds for such a project and we must rely entirely upon gifts if the museum is to grow. Since Howell Hall, the home of the School, is the only place in the State in which to house such objects, it is hoped that more people will see fit to give or lend to the museum anything that keeps alive the story of Pharmacy's yesterdays. Many of you know of another feature of Howell Hall. I refer to the large number of framed photographs of North Carolina pharmacists who adorn our walls. So far as known your school at Chapel Hill is the only one in America that pays greatest homage to its own state pharmacists. To them we owe our existence; to their service our work is dedicated; upon their active support we must always depend. What could be more natural, therefore, than that our simple tributes should be paid to them?

A motion was made and seconded that Dean Beard's report be accepted with thanks.

Mr. W. Lee Moose, Chairman of the Committee on Practical Pharmacy and Dispensing, was called upon for a report. Mr. Moose incorporated in his report an explanation of his work in connection with the Retail Drug Institute.

REPORT OF COMMITTEE ON PRACTICAL PHARMACY AND DISPENSING

By W. L. Moose

President Hollingsworth introduced Mr. J. W. Snowden of Pictorial Paper Package Corporation.

BACKGROUND FOR EFFECTIVE INTERPROFESSIONAL RELATIONS

By J. W. Snowden

Since Mr. Snowden's address was carried in full in the September issue of the Journal, it is not reproduced here.

Dr. Henry H. Burlage, Professor of Pharmacy, University of North Carolina, presented a paper entitled:

ELIXIR OF THIAMINE CHLORIDE AND ITS STABILITY IN COMBINATIONS

By H. H. Burlage

This address was carried in full in the August issue of the Journal.

"Doctor X Calling," a skit, was presented by Professors I. W. Rose and M. L. Jacobs of the Pharmacy School of the University of N. C., assisted by Edwin R. Fuller, President of the U. N. C. Student Branch of the N. C. P. A. Doctor X, acted by M. L. Jacobs, telephoned prescriptions to Pharmacist Ed Fuller, who ran into difficulties in filling them and was rescued by Professor Rose. The entire audience enjoyed this skit immensely since most of them had had similar experiences to those encountered by Pharmacist Fuller.

C. H. Smith, President of the T. M. A., was called on and made a short talk in which he announced that a list of the T. M. A. members would be mailed to all pharmacists and ask their cooperation with these members.

At the conclusion of this short talk, motion was made and seconded for adjournment of this session.

FOURTH SESSION

On Thursday morning prizes were awarded through a quiz program styled "Professor I. Q. & S." Participating in this were members whose lucky numbers were drawn. They included J. S. Rudisill of Forest City, C. J. James of Hillsboro, S. M. Edwards of Ayden, Joe King of Chattanooga, Tenn., O. S. Matthews, Roseboro, Paul Webb of Shelby, Wilson Simmons of Winston-Salem, A. B. Kunkle of Conover, C. C. Fordham, Jr. of Greensboro and J. T. Vinson of Goldsboro.

The convention was then called to order by President Hollingsworth. The first business of the morning was the appointment of a Committee on Time and Place. Members appointed were J. C. Brantley, Jr., Chairman, Earl Tate and C. R. Whitehead. They were asked to meet and make their report at the last session.

President Hollingsworth then called upon Mr. F. O. Bowman for his report as Attorney for the N. C. P. A. and also as Executive Secretary of the Fair Trade Committee.

REPORT OF F. O. BOWMAN

Mr. President and Members of the North Carolina Pharmaceutical Association:

I have the honor to submit at this time my Twenty-First Annual Report as Attorney for your Association.

Inasmuch as I am scheduled to present my report as Executive Secretary of the Fair Trade Committee at tomorrow morning's session, this report will be confined in the main to legislative work, both prior to and during the 1941 General Assembly. An effort will be made to furnish a fairly accurate résumé of the many proposals submitted directly affecting retail druggists and the drug industry that were considered by the Legislature and either killed or enacted into law.

The 1941 General Assembly

The 1941 General Assembly convened on January 8th and adjourned on March 15th. The sixty-eight-day session being the shortest since 1927 and less than one-half as long as did the historic Legislature of 1931. Again, fewer bills were introduced and passed by this Legislature than by any other in more than a decade.

The reasons attributed for such a short session are (1) the fact that a comfortable majority of the members of both the House and Senate followed the command and dictates of the Governor in pushing through his Legislative program in virtually every instance without hesitancy and to an extent unequaled before in the opinion of political observers. (2) Because the General Assembly of 1939 had enacted the Revenue Act as a permanent one, which meant that changes made in the existing tax laws could be made only by amending the permanent Revenue Act. Heretofore, several weeks have been devoted to hearings on the numerous sections of the Revenue Bill. This time Schedule B which imposes and provides for all license and privilege taxes was adopted by the Joint Finance Committee in less than ten minutes time, and but few hearings were held on the amendments submitted by the Advisory Budget Commission and members of the Legislature; and (3) because of the chaotic and tragic conditions prevailing throughout a large part of the none too civilized world, brought about by mad men seeking to overthrow democratic governments and to destroy the democratic way of life, the lawmakers felt it a solemn duty to expedite the Legislative business of the State, in order that the people thereof would be able to carry on their own occupations and businesses and be able to concentrate their best efforts assisting in the Great National Defense Program.

Though fewer bills were submitted to the last Legislature than any in a long time there were as many, or perhaps more, legislative proposals affecting us that had to be dealt with than has been the case heretofore. While it is true we failed to secure the passage of the two measures sponsored by the Association; namely, The Prophylactic Bill and the bill relative to fees for reciprocal licenses and for the re-registration of pharmacists, we were able either to forestall or succeeded in killing several bills that would have cost the druggists of the State thousands upon thousands of dollars and which would have put many drug stores completely out of business. Likewise, we were able to head off bills calling for the repeal of the Fair Trade Act. Two such bills had been drafted prior to the convening of the Legislature and were brought to Raleigh by members of that body who had declared it their intention to introduce them. Other members had expressed their opposition to the Fair Trade Law and were ready to join in to ask for its repeal. Had it not been for the contact work with Representatives last fall, prior to the convening of the Legislature and the constant work throughout the Legislative Session by Representatives of your Association, in all probability we would not have had the Fair Trade Law today.

We were able also to forestall two bills that would have asked the Legislature to issue special licenses. Incidentally, for the first time in seven Legislatures not a single bill was introduced to lower the standards of Pharmacy. Again, we succeeded in forestalling the introduction of two bills that would have placed a gallonage tax upon all fountain syrups—one would have provided for a tax of 15c per gallon to be absorbed by the fountain operator; the other for the tax of 80c per gallon, requiring the fountain operators to collect from the consumer a tax of 1c on each 5c drink. In other words, no legislation either placing additional taxes or in any way detrimental to Pharmacy or to the retail drug business was permitted to be enacted into law.

Sales Tax Amendment

As already indicated but few changes were made in the existing tax laws of the State. The most important was an amendment to the Sales Tax Law, exempting therefrom "All food and food products for human consumption." The amendment defines the term:

" 'Food and food products for human consumption' and states that it 'shall be given its usual and ordinary meaning, but shall not include malt or vinous beverages, soft or carbonated drinks, sodas, or beverages such as are ordinarily sold or dispensed at stores, bars, stands or soda fountains or in connection therewith, candies or confectionaries, medicines, tonics, and preparations in liquid, powdered, granular, tablet, capsule, or pill form sold as dietary supplements'; nor does 'food and food products for human consumption' include prepared meals or foods sold or served on or off the premises by restaurants, cafes, cafeterias, hotel dining rooms, drug stores, or other places where prepared meals or foods are sold or served."

The sales tax statute heretofore has exempted only basic food commodities, as follows: Flour, meal, meat, lard, milk, molasses, salt, sugar, coffee, bread and rolls. The 1941 Act, effective July 1st, 1941, will exempt All Food and Food Products for Human Consumption.

No change was made with respect to exempt medicines. Our exemption remains the same as heretofore. "Sales of medicines sold on prescriptions of physicians or medicines compounded, processed or blended by the druggists offering the same for sale at retail" are exempt from the 3% sales tax.

An attempt was made to get this exemption extended so as to include all drugs and medicines. This was turned down because of the pre-election campaign pledge of Governor Broughton to the effect that the only change that would be made in the Sales Tax Law would be the exemption of all food products. Likewise, the same was true with respect to proposals to reduce the Sales Tax to a flat 2% without exemptions. Several members of the General Assembly would have preferred this, as well as retailers generally, I think, but in deference to the Governor's pledge the Legislature adopted that course.

Wage and Hour Bills

Perhaps the most bitter fight of the Legislature developed over minimum wage and maximum hour proposals. In all, four major measures of this type were proposed. One was sponsored by labor and its purpose was to make the State Labor Laws conform to the rigid Federal Act, both as to wages paid and hours worked. Another, which embodied substantially the recommendations of the minority report of the Fair Labor Standards Commission, created by the 1939 General Assembly, was slightly less drastic, in that it provided for a minimum wage of 25c per hour and maximum hours of 48 hours per week. Still two others, which represented the majority opinion of the Commission, neither of which fixed a minimum wage, but did establish maximum hours of 48 per week for female employees and 55 hours for male employees. All existing exemptions in the present law were eliminated, except those in a supervisory or executive positions and the learned professions, including "employers employing not more than 8 persons" and "all male clerks in merchantile establishments." All of these bills provided for time and one-half compensation for all hours worked in excess of the basic hours prescribed.

Several hearings were held by the Labor Committees of the House and Senate. Finally, a Subcommittee was appointed to study the hills and report back its recommendations. Later, the Subcommittee reported that no agreement could be reached on any of the proposed measures, whereupon all of the pending wage and hour bills were killed by the Joint Labor Committee, despite the fact that this Legislation had the support of the Governor, the Department of Labor, the Labor Unions, other groups and organizations in addition to many prominent individuals throughout the State. By way of parenthesis, this is the only instance in which the Governor received a setback in his Legislative Program.

I feel confident that the members of this Association have no sympathy with employers who work their employees unreasonably long hours or at wages not commensurate with the services performed, but because of the very nature of the retail drug business and the varied and unique services it is called upon to render the public, an equitable wage and hour bill, applicable to all retailers irrespective to size and classification, cannot be drafted.

Other Labor Bills, all of which were killed, are as follows: (1) To set the working hours of male employees in merchantile establishments at not more than 12 hours per day or 60 hours per week; (2) To prohibit employment of any persou for longer than six consecutive hours during work period without an interval of at least one half hour for lunch; and (3) to exempt from the maximum hour law employees and employers engaged in processing, canning, or packing of perishable fruits or vegetables during a period or periods in aggregate of not more than 14 weeks in any calendar year.

Barbiturate Bills

There was considerable agitation on the part of a group of Legislators throughout the Session for the enactment of a law limiting the sale of all barbiturates, including all hypnotic derivatives to prescription. It was the feeling, also, of the Department of Agriculture charged with the enforcement of the new drug law that this should be done. There was and is now a difference of opinion among the members of our own ranks on the subject. Some want such a law enacted and others do not.

Two bills were introduced. The first "would have placed drugs containing barbituric acid, which includes luminal, phenobarbital, nembutal, and all barbituric products, within the definition of narcotic drugs." When it was brought to the attention of the Health Committee that the bill was not only improperly drawn but that barbiturates fell within an entirely different classification from narcotics, it was promptly given an unfavorable report.

The other bill would have amended the Food Drug and Cosmetic Law by placing thereunder all hypnotic drugs, including derivatives of all kinds and providing that sales of some should likewise be made pursuant to prescriptions. This measure was not introduced until later in the session and did not survive the Calendar Committee, which during the finishing-up rush killed bills right and left, including some meritorious ones and at the same time oked others that should not have been sanctioned.

In the meantime, we had succeeded in getting the Joint Appropriations Committee to grant a request made by the Department of Agriculture for an appropriation of $25,000.00 for the enforcement of the new Drug and Cosmetic Law. Later, however, a subcommittee appointed to trim ap-

propriations, working with the Governor struck this item from the list, again leaving the Board of Agriculture without funds to carry on the very important and necessary work that should be done in connection with the Drug and Cosmetic Law.

It is my understanding that an effort will be made to get the Governor and Council of State to make an appropriation from the Emergency Fund for this work. It has been suggested that this organization should adopt a resolution asking that this be done. My feeling is that this action by you would carry much weight. I trust that such a resolution will be adopted at this Convention.

In this connection, another bill pertaining to drugs was prepared, amending the Uniform Narcotic Act by placing the sale of cannabis in all its forms.

A bill was prepared, amending the Uniform Narcotic Act placing the sale of cannabis in all of its forms and all exempt narcotic preparations, including paregoric, Bateman's drops, Godfrey's Cordial, etc., on prescription only, and exempting from prescription requirement preparations containing codeine, and, further to make provision for the sale of narcotic drugs to certain governmental agencies engaged in the National Defense Program. It is understood this bill was drafted at the request of the Governor, who had been asked by Federal Officials to have such legislation enacted in the State. The bill, however, was never introduced.

Prophylactic Bill

We were unable to get very far with the Prophylactic Bill which was sponsored by the Association "Relating to the Sale, Control and Licensing of the Sale of Appliances, Drugs and Medicinal Preparations Intended or Having Special Utility for the Prevention of Venereal Diseases." Considerable work was done on the proposal prior to the convening of the Legislature by Secretary Smith and myself. We succeeded in getting it endorsed by our State Health officer and others, including some members of the General Assembly. Still more work was done after the Legislature convened—both at Raleigh and by many of you back home. Dr. Tom Long, veteran Senator and Legislator always interested in public health measures, had agreed to introduce the bill and at one time its passage looked somewhat favorable.

The untimely and sudden death of Dr. Long was a severe setback and we were again faced with the task of getting some one else to introduce and sponsor the bill. Because of the nature of the legislation, we found this rather difficult to do. It was finally introduced in the House by our druggist representative Ray Fulghum and others and was sent to the Calendar Committee. This Committee could not be prevailed upon to report the bill favorably as written. It did, however, agree to report out a modified bill which would have established standards for the merchandise, without restricting the sales thereof to drug stores and without making adequate provision for its enforcement. Failure on our part to acquiesce to this proposal, the Committee reported the bill unfavorably.

Board Amendment

Another measure introduced by Representative Fulghum and sponsored by the Association—To permit the Board of Pharmacy to set the fee for licenses by reciprocity to conform with the fees imposed by Boards of Pharmacy in other States, and to require a fee of $5.00 for each year of failure to renew a license, in addition to the same fee as for original registration, except where satisfactory proof was furnished that a similar fee had been paid to another State—was finally killed by the Senate Calendar Committee during the closing hours of the Session, after it had passed the House. There appeared to be no opposition to the bill, but members of the Senate Committee stated that it reached the Senate too late to be given consideration by that body.

Unfair Sales Practices Bill

The Unfair Sales Practices Bill, sponsored by the North Carolina Jobbers Association together with several retail organizations, met the same fate as was accorded a similar measure by the 1939 General Assembly. The measure provided that advertising, offer to sell, or sale of any merchandise, by retailer or wholesaler, at less than cost as defined, with the purpose of unfairly diverting trade or otherwise injuring competitors, deceiving purchasers, lessening competition, restraining trade, or tending to create a monopoly by unfair methods was contrary to public policy, and therefore illegal. Penalties for violation, definitions, injunctive relief and exemptions were also provided.

Trade Mark Registration Bill

A most unusual taxing measure providing for the registration of all Trade Marks was introduced in the Lower Branch of the General Assembly, which had it been enacted, would have established a new species of taxation and one that would have produced millions of dollars, in the opinion of many, a sufficient sum to pay a large part of the State's operating expenses. This bill would have required every person who manufactures, produces, prepares, packs, compounds or imports any goods to which a Trade Mark is affixed and which is to be offered for sale in the State, to register the Trade Mark with the Secretary of State and pay an original registration fee of $5.00 and a subsequent registration fee of $2.50 annually.

The word Trade Mark was defined to include any label, term, device, emblem, stamp, ornament, imprint, brand, printed ticket, sign or wrapper that may be used for the purpose of designating or distinguishing any goods, wares or merchandise. Surprising as it may seem, several of the Legislators looked upon the bill with favor and felt that it should be placed upon the Statute Books as a part of the State Tax Structure. Finally action on the proposal was postponed indefinitely by the House.

The State Board of Health was the sponsor of a measure and succeeded in securing its passage, authorizing the Board to promulgate regulations governing sanitation in hotel, cafes, restaurants, tourist homes, tourist camps, summer camps and all other establishments where food is prepared, handled and served to the public at wholesale or retail for pay, and to inspect and grade such establishments. It is provided in the act that no establishment securing a grade less than C will be permitted to operate. No opposition was offered to this bill. Rather, there was a general feeling that the regulations governing eating places should be more drastic and inspection more frequent.

This brings to a conclusion the discussion of the major proposals affecting retail druggists submitted and considered at the 1941 General Assembly. Of course, there were numerous other minor proposals arising from time to time throughout the entire Legislative Session that had to be dealt with and disposed of in the best possible way. Mention of most of these have been made in recent issues of the CAROLINA JOURNAL OF PHARMACY and time does not permit calling them to your attention now. I have here undertaken to discuss only those measures and proposals which in my opinion are of the greatest interest and concern to you.

I feel it would be a remission of duty on my part if mention was not made of the merchandising clinics, initiated by Secretary Smith and sponsored by the Association in conjunction with local druggist groups and wholesalers, that have been held in different cities of the State during the past year. It was my privilege to attend some of the clinics. From the large number attending, the unusual interest manifested, and participation in the instructive, entertaining and interesting programs that had been arranged, to my mind there is no doubt but that such meetings will produce splendid results, in that they will tend to create and maintain a greater interest in the State Association, thereby strengthening it, and, at the same time promote a better feeling and understanding locally, as well as render a distinct instructional service to the individual druggists who afford themselves of the opportunity offered by the Clinics.

It is my feeling, also, that the same may be said and with equal emphasis about the Program of Education now under way in the State for pharmacists, drug store managers, and retail drug clubs, which is sponsored by the North Carolina Pharmaceutical Association in cooperation with the North Carolina State Department of Education. These agencies are to be congratulated upon their selection of and being able to secure the services of Mr. W. Lee Moose as instructor and consultant to the drug store owners, managers and clerks of the State. By ability, experience and training, Mr. Moose is exceedingly well qualified to do a good job in promoting this educational program. And it is my information that splendid progress is being made in this work.

In view of the rather favorable legislative outcome, the progress made in carrying forward the educational program just referred to, the unusual interest shown by local drug clerks, besides the satisfactory results obtained in the many other Association activities, it is my belief that you will share with me the opinion that the druggists of the State have been reasonably well taken care of and that the year in the main has proven to be a successful one from the standpoint of what the Association has accomplished.

This opportunity is taken to express appreciation to President Hollingsworth and the other officers of the Association, including the Executive and Legislative Committees, who have directed the work that has been done during the year. Chairman Paul Thompson of the Legislative Committee especially did a fine job. An ex-legislator himself, Paul has many political friends and knows his way around at Raleigh.

We were fortunate in having your fellow druggist Ray Fulghum in the Legislature again. As he has always done Ray worked untiringly for the interest of the retail druggists, and for the betterment of pharmacy at all times.

In conclusion, I cannot speak too highly in praise of the fine work done by Secretary Smith during the Legislative Session, in addition to what was required of him in carrying on his regular Association duties. Though this was his first legislative experience, he performed as a veteran. His appearances before Legislative Committees were forceful and his ability to make contacts with lawmakers and others who might be able to help was uncanny.

With ability and full energy and enthusiasm, W. J. Smith's appointment by the Executive Board as Secretary-Treasurer of the Association means a worthy successor to Grover Beard, a most worthy predecessor.

At the conclusion of Mr. Bowman's report, motion was made and seconded that it be adopted.

Dr. Edward Spease, Director of Professional Relations of the N. A. R. D. was called on by President Hollingsworth and gave the following address:

PROFESSIONAL RELATIONS OF THE N. A. R. D.

By Dr. Edward Spease

Dr. Spease's talk covered the publications of the N. A. R. D., especially the special service booklets with emphasis upon the last one explaining Fair Trade.

He urged druggists to make public talks before schools and clubs, pointing out the shortage of pharmacists and the opportunities now open in pharmacy. He advised the formation of inter-professional relations

committees made up of physicians, dentists and pharmacists, to prepare and carry out programs that will furnish rational medication to the sick and conserve drugs.

He said it is our purpose and should be your purpose, to urge upon the medical and dental professions, that they use and prescribe the legal and approved medicines listed in the United States Pharmacopoeia and in New and Nonofficial Remedies.

The use of these medicines means individualized medication, or tailor-made medication for the sick; a prescription written for the individual patient and his needs, written for the particular patient, so that the medicine is prescribed for each one and not fitted to each one. This makes for rational practice of medicine and saves the money of the patient.

After thanking Dr. Spease for his interesting talk, President Hollingsworth called for a report of the Visitation Committee. This was given by Chairman A. C. Cecil.

REPORT OF THE VISITATION COMMITTEE

The Visitation Committee composed of Miss Carolyn Cox of Greensboro, R. P. Lyon of Charlotte, Frank Dayvault of Lenoir, W. Moss Salley of Asheville, and A. Coke Cecil, Chairman, of High Point, which was appointed by President Joe Hollingsworth, met at the Pharmacy Building at Chapel Hill on April 24 with Miss Cox, R. P. Lyon and A. Coke Cecil present. Mr. Dayvault and Mr. Salley were unable to attend.

After meeting for a few moments with the faculty the committee was conducted over the building by Dean Beard and it was noted that the building was in an excellent state of repair and everything was kept in a clean and orderly manner for which we feel the Dean and faculty should be commended.

The committee then had a session with the Senior Class lasting one hour. During the time many suggestions were brought up by members of the Senior Class which, in their estimation, would be of value to the students of the rising Senior Class.

During this session Miss Cox had a special session with the young ladies of the Senior Class.

At noon the committee were luncheon guests of the University at the new University Cafeteria.

Immediately after lunch the committee again met with the faculty and took up the suggestions one by one as outlined by the Senior Class. The faculty lent a very receptive ear and seemed to be very desirous of putting into effect as many of the suggestions as were practical.

After this session the committee adjourned.

(Signed) A. COKE CECIL,
Chairman.

Motion was made and seconded that Mr. Cecil's report be adopted.

President Hollingsworth then called for the report of the Student Branch of the N. C. P. A., which was given by Secretary D. F. McGowan.

REPORT OF THE STUDENT BRANCH OF THE N. C. P. A.

The Student Branch of the N. C. P. A. held seven meetings during the year and at least one additional program is scheduled. The organization has had a very successful and interesting year under the leadership of the following officers: President, Edwin Fuller of Louisburg; Vice-President, Miss Blanche Burrus of Canton; Secretary, David McGowan of Asheboro; Treasurer, John Terrell of Chapel Hill; Executive Council Member, Otto Matthews of Roseboro. At each session, the attendance has been good and the members have taken an active part in the open forum discussions which occupy a prominent part in our programs. We have a total enrollment of 62 dues-paid members. We have tried to cooperate in all activities of the school, and we are always anxious to do what we can for the State Association—we hope that you will call on us often.

Financial Statement

Balance from last year	$.46
Collections for the year	77.50
Total	$77.96
Paid N. C. P. A.	$62.00
Local Expenses	12.58
Cash on hand	3.38
Total	$77.96

Activities

Some of our activities for the year are:

1. We assisted with the first-year orientation program, and shortly after the University opened in the fall, the new students were given a "welcoming party."

2. We had speakers on our programs who discussed various phases of pharmacy. Among these may be mentioned: E. P. Coffey, who is in charge of the Scientific Crime Detection Laboratories of the Federal Bureau of Investigation; W. J. Smith, Secretary of the North Carolina Pharmaceutical Association; Dr. Ralph W. Clark, who is at the head of the Pharmacy Service Department of Merck & Company; Joe Hollingsworth, President of the North Carolina Pharmaceutical Association; Paul Bissette, prominent pharmacist of Wilson; and J. W. Snowden, Prescription Promotion Expert of Pictorial Paper Package Company. At our final meeting we will have an all-student program.

By-Laws Change

We wish to report that the branch has made a slight change in the Constitution and By-Laws. At the October meeting, W. J. Sheffield made a motion that the following be added to Article IV, Sec. 3, of the By-Laws: "and in order to be reinstated in the association must pay a fine in addition to the current dues. The fine amounting to the annual dues and not to exceed one dollar and twenty-five cents."

After the proposal had laid upon the table the required time, it was considered and favorably acted upon at our regular meeting on Jan. 16. Article IV, Sec. 3, therefore, now reads:

"Anyone in arrears at any official meeting is not entitled to vote and anyone neglecting to pay his or her annual dues for six months shall lose his or her membership and in order to be reinstated in the association must pay a fine in addition to the current dues. The fine amounting to the annual dues and not to exceed one dollar and twenty-five cents."

Officers

On April 25 we elected the following officers for the school year 1941-42:

President, Albert Mattocks of Greensboro.

Vice-President, Miss Margaret Lloyd of Chapel Hill.

Secretary, Miss Marsha Hood of Kinston.

Treasurer, Mack Herring of Clinton.

Executive Council Member, Fred Dees of Burgaw.

Conclusion

We are looking forward to the coming year with great pleasure and we hope that as many of the members of the N. C. P. A. as possible will attend our meetings. We shall always be glad to have you, and we assure you that you will receive a hearty welcome.

Respectfully submitted,
DAVID McGOWAN,
Secretary.

Motion was made and seconded for the adoption of this report.

The report of the Legislative Committee was then called for and was given by Chairman Paul H. Thompson.

REPORT OF THE LEGISLATIVE COMMITTEE

After an unsuccessful attempt (due to the flu epidemic that was so prevelant in North Carolina during the month of January) your Legislative Committee met on January 31, 1941, at the Sir Walter Hotel in Raleigh, with the following members present: R. A. McDuffie, M. B. Melvin, Ralph P. Rogers, Paul Bissette and myself. This was a joint meeting with our Executive Committee and the members of the Board of Pharmacy along with our Secretary-Treasurer W. J. Smith and our Attorney F. O. Bowman. President Joe Hollingsworth presided over the meeting.

Our first objective was the establishing of the fact that we would oppose any legislation having a tendency to lower the standards of the profession of pharmacy. Let me say here that this is the first time in twenty years that some of this type of legislation was not proposed in the General Assembly.

Mr. Bowman told us that they were having a fine session of the legislature and that the members were very friendly and co-operative toward the measures that he felt we would be interested in.

We decided to have introduced at the proper time the much discussed prophylactic bill which would limit the sale of this type of merchandise to drug stores. The group opposed the removal of paregoric and other items from the list of exempt narcotic drugs. It was left up to the Legislative Committee whether or not to introduce an amendment to the revenue act exempting proprietary preparations and prepared foods served in drug stores from the 3% sales tax.

Representative J. L. Crawford of Pikeville, a member of the 1941 General Assembly spoke to the group concerning his opposition to the unrestricted sale of drugs in outlets other than registered drug stores. Mr. Bowman told Mr. Crawford that the members were in full sympathy with his proposed legislation but in his opinion it would be unconstitutional; however, Mr. Bowman was asked to accompany Mr. Crawford to the offices of the Attorney General for a correct ruling on same.

We decided to oppose any unfavorable wage and hour legislation.

Our druggist member of the legislature, the Hon. R. T. Fulghum of Johnston County spoke to us and offered his full co-operation in protecting the drug interests of North Carolina.

After considerable work on the part of Mr. Bowman and Mr. Smith the prophylactic measure was introduced in the House of Representatives; however, the bill was killed in committee.

There was a measure introduced to extend the unemployment compensation act from firms having eight employees down to five. This measure was likewise defeated.

There were three or four wage and hour bills introduced, one by Senator Clark of Bladen and one by Rep. McEachern of Hoke. All of these bills had provisions ranging from 40 to 55 hours per week with a minimum wage of 25c to 40c per hour for the first year with provision for increasing thereafter, and with the approval of the Governor it looked as if one of these bills would pass. In the opinion of your committee either of these bills would have done more to retard the large, extended service that most of us are in the habit of rendering than any measure that we have had to face in several years. Through the organized efforts of the North Carolina Merchants Association and other groups, including your representatives, I am happy to report to you that these measures were likewise killed.

There was no change in the sales tax measure except that all foods sold by retail grocers for home consumption shall be exempt after July 1. We still have to pay tax on everything we sell except prescriptions and compounded medicines.

I wish to sincerely thank President Hollingsworth and the other members of the Legislative Committee for the co-operation and willing services they have rendered.

You all are familiar with the splendid service that Mr. Bowman has rendered our association for a great many years. It has again been my pleasure to work with him in our legislative matters and I am very grateful to him for his efforts in our behalf.

It was my privilege two years ago to serve on the Legislative Committee with Mr. W. J. Smith who is now our Secretary-Treasurer. I think the Executive Committee could not have selected a more qualified man for this office as he has rendered us a most valuable service this year, making frequent trips to Raleigh and working hand in hand with Mr. Bowman, and I wish to thank him for his excellent services.

Respectfully submitted,

PAUL H. THOMPSON, *Chairman*
Legislative Committee.

This report was adopted by motion made and seconded.

President Hollingsworth called on Mr. Wade Gilliam, Chairman of the Papers and Queries Committee for their program. The first speaker presented by this Committee was Mr. A. G. McPherson, Eastern Branch Manager of Bauer and Black, who was introduced by Frank L. Smith.

HOW TO MERCHANDISE SURGICAL DRESSINGS

By A. G. McPherson

After showing how profitable the surgical dressings business is, Mr. McPherson asserted that "The First Aid Supplies Market is not changing; but it is the Market Place that is changing." "You have less than 65% of a business that should be 100% yours. The speaker took up in detail the following points for successful selling: (1) Right location of First Aid department; (2) Right display of surgical dressings; (3) Right merchandising; (4) Right pricing; (5) Right selling; and (6) Right stocking. "Does this six-point plan work in your store?" asked the speaker.

Due to the lateness of the hour, it was moved and seconded that the session adjourn until afternoon at which time the program under the direction of the Papers and Queries Committee would be resumed.

FIFTH SESSION

After the usual awarding of prizes, President Hollingsworth called the fifth session to order and called upon Mr. Gilliam to resume the program presented by the Papers and Queries Committee.

Mr. Howard Trumbell, General Merchandising Manager of the Owens-Illinois Glass Company was introduced by N. H. Harris and spoke on "Who Dictates the Size of Your Profits."

WHO DICTATES THE SIZE OF YOUR PROFITS

By Howard Trumbull

In taking up the subject of "Profits," Mr. Trumbull asserted that "you must become merchandise-minded to be a successful pharmacist." Every drug store in the country has one particular department different from any other store—that is the prescription department. Every prescription you receive is a tangible evidence of confidence in you. The prescription department is the magnet to attract customers into your store. After a prospective customer comes in it is up to you to know just how much he will buy. You yourself decide the size of your profits."

Mr. Thomas Edward Hicks, President Personal Products Co., was introduced by T. J. Kurth.

MERCHANDISING—THE MANUFACTURER AND THE RETAILER

By Thomas Edward Hicks

You have just heard two outstanding presentations by two men, outstanding in the drug world. These men have come a long way at great expense to their companies to try and contribute something to this meeting, but most important of all in a spirit of friendship and as an example of what I would like to discuss with you, they have come to help you make more money starting tomorrow morning.

I have chosen as a topic, "Merchandising—The Manufacturer and the Reailer." First, let me dispel any feeling you may have of the association of magic with merchandising. Merchandising is nothing more than "taking advantage of every sales opportunity." As a definition I know of no

better one than just that—"taking advantage of every sales opportunity."

It has been said that merchandise well bought is half sold and that brings up the subject of buying. But first, what about the other half of this business of selling what we have just bought? THE ATTITUDE OF THE DEALER CAN MEAN SUCCESS OR FAILURE.

Are you receptive to suggestions of how you may more easily make more money? Have you definitely and finally made up your mind that any representative who calls on you is trying to run your business if he so much as opens his mouth to ask you to display his wares in a particular way? Where has this attitude come from that we hear of so often in the Southeast—that too often representatives of responsible manufacturers and wholesalers are practically run out of our stores if they so much as dare make suggestions that seem to disturb the daily routine of our lives?

I know of no industry in the country where the retail outlets are as well treated or as highly respected as the drug industry. Even the buying public has protected us with laws that are the envy of all other classes of trade. We have our Boards of Pharmacy which prevent any Tom, Dick and Harry from operating stores. We have our Fair Trade Acts which permit us to make a reasonable profit on our merchandise. What more perfect set-up could we ask for? And should we not be thankful and repay our benefactors, the public, by rendering them the service of well-run stores, presenting good merchandise in the way in which they want to buy it and at fair prices?

Let's all get together on this thing and quit mistrusting one another. The time has come for the retailer to call in the representatives of the manufacturers and the wholesalers and ask this simple question, "How may I sell more of your goods to my customers?" But that isn't all—you must do something about it after they have left their advice. Maybe it will mean new electric light bulbs; maybe it will mean only washing the windows or re-arranging the goods but it will mean, I promise you, more work and better pay from a better satisfied group of customers.

1. Do you have your store properly laid out to attract customers, and make them feel they want to buy in your store? There is a proper shape store and a proper arrangement of merchandise for every situation. Did you rent a store and go into the drug retailing business or were you in the business and did you rent a store to fit the requirements of the neighborhood?

2. Do you display your merchandise so that your displays will do suggestive selling for you?

3. Buying—Do you carry the proper assortment of lines and sizes? What about your competitor? Is he a druggist, department store, variety store, lunch room, hardware store?

Are you carrying the lines that the manufacturers stand behind, or do you feel that your customers are different and don't want nationally advertised products? In other words, are you so anxious to make a greater percentage of profit that you are willing to risk losing your trade to your competitor? I know of very few manufacturers who are not willing to stand behind their merchandise and exchange it for other items. But first you must give it a try and make sure that your customers don't respond to the sales presentation in national advertising. Your customers are very little different from the customers of other druggists whether they be in North Carolina, Illinois, Montana or Texas, and it isn't fair for you to make up your mind what they will want to buy before you have offered them standard goods of the reliable manufacturers.

But, as I have said previously, the main subject on my mind today is the attitude of the druggists of North Carolina and I sincerely hope that all of you will stop and realize that every salesman who comes into your store has a message for you if you will only listen and further that you may take advantage of the facilities for making money that the sales representatives have to offer if you will only ask the simple question, "How may I sell more of your goods to my customers?"

Mr. W. J. Quinlan, Vice-President Charge of Sales of the Prophylactic Brush Company was introduced by Mr. Ray Lowery.

STREAMLINED MERCHANDISING BY MANUFACTURER, WHOLESALER AND RETAILER

By W. J. Quinlan

For more than an hour Mr. Quinlan presented the subjects of Fair Trade, Turnover of Advertised vs. Unadvertised Merchandise, Proper Display, Salesmanship and Retailing Methods to a large group of interested listeners. He urged druggists to push advertised brands, "They turn over 5.2 times a year; unadvertised brands turn 2.2 times a year."

While discussing display Mr. Quinlan said: "What happens when you display tooth brushes? We made a test which showed 44% increase in the stores where we had them on display! It is stated that over 30% of all tooth brushes are sold in chain stores. Why do they sell that many? Tooth brushes are displayed in counter cabinets in practically all chain drug stores. Ninety per cent of the large independents display tooth brushes in cabinets. But when you get to the small independent stores, tooth brushes are displayed in cabinets on the counter in only 43% of the stores. We know, of course, that

counter space is limited in small stores. You have been in some of these small independent stores where the counter is so heaped with merchandise that there is hardly room for the clerk to pass your change across the counter. He is usually hidden from view. In fact, he could open up in the morning without putting his pants on—all he needs to do is comb his hair and he is ready for business. You never see anything but the top of his head.''

The Committee on Time and Place was called upon for their report by President Hollingsworth. Chairman J. C. Brantley, Jr., reported that several letters and telegrams of invitation had been received from Wrightsville Beach and Wilmington. Therefore, Mr. Brantley reported that the Committee offered Wrightsville Beach as their suggestion. After much discussion, motion was made and seconded that this be a tentative choice and that the final decision would rest with the Executive Committee.

President Hollingsworth then called on Assistant Secretary-Treasurer C. M. Andrews for his report.

REPORT OF ASSISTANT SECRETARY-TREASURER

Registration as Per Cards Assorted

Members Registered	228	$228.00
Members Student Branch	46	46.00
Registered Pharmacist Visitors	43	43.00
Proprietors and Clerks	103	103.00
Visitors' Families	173	173.00
T. M. A. Guests	45	45.00
Total	638	$638.00

Disbursements

T. M. A. Check for Their Visitors	$ 45.00
Checking Typewriter & Supplies, Hotel Porter	2.25
Rent Typewriter	2.00
Books	.50
Printing Cards for Registration	6.00
Miss Margaret Jordan, Assistant	15.00
	$ 70.75
Balance Due W. J. Smith, Secretary-Treasurer	567.25
Total	$638.00

Dues Collected	$305.00	
New Membership Fees	67.00	
	$372.00	
Balance Due from Registration		567.25
Total Due N. C. P. A.		$939.25

Motion was made and seconded that this report be accepted with thanks.

Upon motion made by Ralph Rogers, it was voted that the following applications for membership in the Association be received: Messrs. G. D. Booth, E. T. Brown and D. G. Ridenhour of Durham, J. L. Cherry of Asheville, W. M. Lamar of Fayetteville, J. F. Lyon of Rocky Mount, H. G. Mitchell and C. O. Powers of Burlington, M. C. Savage of Roanoke Rapids, L. W. Smith of Kannapolis, J. P. Tunstall of Washington, W. L. West of Roseboro, and I. L. Zuckerman of Greensboro.

These applications for membership were accepted.

The report of the Committee on the President's Address which was given at this time, will be found in this issue immediately following the President's Address.

President Hollingsworth then called for the report of the Committee on Resolutions by Chairman Rogers McDuffie.

REPORT OF THE COMMITTEE ON RESOLUTIONS

The first Resolution was submitted by Bryan H. Whitford and was moved for adoption by Chairman McDuffie.

A RESOLUTION TO ENCOURAGE THE PRESIDENT OF THE UNITED STATES OF AMERICA TO ORDER THE CONVOYING OF WAR MATERIALS TO ENGLAND

WHEREAS, it is recognized that the United States of America and the British Empire are the last of the great world democracies; and

WHEREAS, the United States and the British Empire are united in that they have similar aims and ideals in the government of their people, in that they are from a common racial descent, and in that they place God above any person, state or nation; and

WHEREAS, certain enemies have arisen against the British Empire which threaten the existence of the democratic ideals of the aforementioned sister democracies, and

WHEREAS, the British Empire is now valiantly defending herself and other smaller democracies who have appealed to her for aid; and

WHEREAS, the United States is unwilling to let the British Empire assume the full responsibility for the preservation of the ideals upon which our homes and religions are founded, and

WHEREAS, in an expression of her unwillingness, the United States is rendering aid to

the British Empire by manufacturing war materials and other supplies for this oppressed democracy; and

WHEREAS, this aid would be more effective if some system were devised whereby the delivery of said materials and supplies would be assured and not subjugated to blockade warfare as is now the case; therefore,

BE IT RESOLVED, that in the interest of democracy, the North Carolina Pharmaceutical Association strongly urge that a system of convoying war materials and other supplies to the ports of England and to the ports of other oppressed nations by the United States Navy be devised, and that the Navy become responsible for the safe transit of the cargoes, and that such a system be devised and inaugurated with all possible speed.

The resolution was duly adopted.

A resolution submitted by R. R. Copeland was given an unfavorable report by the Resolutions Committee.

A RESOLUTION CONCERNING MEMBERS OF EXECUTIVE COMMITTEE

WHEREAS, by virtue of his office as President of the North Carolina Pharmaceutical Association and feeling his experience in this office very valuable in assisting the Executive Committee, therefore

BE IT RESOLVED, that the retiring President automatically become a member of the Executive Committee for a term of three years.

Chairman McDuffie explained that the Committee thought it best to reject this resolution since it might be possible that at some time in the future an unsuitable President might be elected who would make an unsatisfactory member of the Executive Committee.

Chairman McDuffie then read a resolution submitted by J. C. Brantley, Jr., and moved its adoption.

A RESOLUTION FAVORING THE ALLOCATION OF FUNDS TO THE N. C. DEPARTMENT OF AGRICULTURE FOR FOOD-DRUG INSPECTION

WHEREAS, the North Carolina Department of Agriculture jointly sponsored the passage of the Food, Drug and Cosmetic Act in this State with the co-operation of the North Carolina Pharmaceutical Association and the North Carolina Board of Health during the 1939 General Assembly; and

WHEREAS, the above named Act defines and prohibits adulteration, misbranding and false advertising of foods, drug, cosmetics and devices as to manufacturing, sale, holding or offering for sale such foods, drug, cosmetics, and devices; and

WHEREAS, both the 1939 and 1941 General Assemblies of North Carolina failed to provide funds for enforcing the Act, and

WHEREAS, any legislation of a corrective nature is a penalty on the honest manufacturers, distributors and retailers when not enforced; and

WHEREAS, it is the belief of pharmacists generally and this Association in particular, that the Department of Agriculture should immediately clarify its position as to the labeling and dangerous drugs sections of the Act; and

WHEREAS, the present Food, Drug and Cosmetic Act represents a tremendous advance in the purposes and objectives of the 1906 Food and Drug Act which it succeeds; and

WHEREAS, the North Carolina Department of Agriculture has the necessary trained personnel and equipment but lacks sufficient funds for proper enforcement of the Act; therefore

BE IT RESOLVED that the North Carolina Pharmaceutical Association urgently request Governor J. Melville Broughton to immediately allocate funds to the North Carolina Department of Agriculture for the enforcement of the North Carolina Food, Drug and Cosmetic Act; and

BE IT FURTHER RESOLVED that a copy of this resolution be forwarded to the Honorable J. Melville Broughton, Governor of North Carolina; to Doctor Carl Reynolds, State Health Officer, and to Doctor B. W. Kilgore and Mr. W. A. Queen of the North Carolina Department of Agriculture.

The resolution was duly adopted.

A resolution submitted by Paul H. Thompson was moved for adoption by Chairman McDuffie.

A RESOLUTION OPPOSING THE REPEAL OF THE TYDINGS-MILLER FAIR TRADE ENABLING ACT

WHEREAS, the Tydings-Miller Fair Trade Enabling Act was passed by Congress after a full and complete understanding of both its purpose and effect; and

WHEREAS, the act is based upon the traditional American doctrine that the states are free to attend to their own business in their own way; and

WHEREAS, the North Carolina Fair Trade Act was originally passed and ratified on March 22, 1937, and its provisions upheld and declared constitutional in every particular by the Supreme Court of the State of North Carolina on September 27, 1939, therefore

BE IT RESOLVED by the North Carolina Pharmaceutical Association in convention assembled that we very vigorously oppose any attempt to repeal the Tydings-Miller Act, and hereby very earnestly call upon the North Carolina Delegation in Congress to stand with us in this objective.

The resolution was duly adopted.

A resolution submitted by Clyde Eubanks was moved for adoption by Chairman McDuffie.

A RESOLUTION FAVORING THE ENACTMENT OF H. R. 3383

WHEREAS, it is generally recognized that we are faced with the obligation to reduce the cost of medicines to the public whenever this can be done without sacrificing quality or reliability; and

WHEREAS, ethyl alcohol is used in the manufacture of some of the most important medicinal preparations as an essential solvent or preservative; and

WHEREAS, ethyl alcohol used in the preparation or preservation of drugs and medicines now bears an excessively high excise tax which is related directly to the high cost of medicines and medical care; therefore

BE IT RESOLVED that the North Carolina Pharmaceutical Association urges the enactment by the National Congress of H. R. 3383, the purpose of which is to lower the tax on non-beverage ethyl alcohol, and thus to bring about a reduction in the cost of medicines and medical care.

BE IT FURTHER RESOLVED that a copy of this resolution be forwarded to the Honorable Robert L. Doughton, Chairman of the Ways and Means Committee of the House of Representatives.

The resolution was duly adopted.

A resolution submitted by H. C. McAllister was moved for adoption by Chairman McDuffie.

A RESOLUTION FAVORING AN INCREASE IN THE REGISTRATION FEE OF VISITORS TO THE ANNUAL MEETING

WHEREAS, the attendance at the North Carolina Pharmaceutical Association Convention has increased during the past decade to the point where it is one of the largest in the South and one of which we can be justly proud; and

WHEREAS, the members of the North Carolina Pharmaceutical Association and its auxiliary bodies, the Traveling Men's Auxiliary and the Women's Auxiliary, are the individuals for whom the Convention is primarily held; and

WHEREAS, the expense necessary to provide all persons attending the Convention is equally distributed and is becoming burdensome for the Association and its auxiliary bodies; and

WHEREAS, the financial condition of the Association is unsatisfactory to meet the extra obligations of its expanding activities; therefore

BE IT RESOLVED that all persons attending the Convention pay a registration fee of $2.50 with the exception of members of the North Carolina Pharmaceutical Association, the Traveling Men's Auxiliary and the Ladies' Auxiliary and members of their immediate families, who shall pay the registration fee which prevailed prior to the adoption of this resolution

BE IT FURTHER RESOLVED that $1.50 of each visitor's fee be directed to the treasury of the North Carolina Pharmaceutical Association to be expended in the retirement of any obligation incurred by the Association.

The resolution was duly adopted.

A resolution submitted by C. C. Fordham, Jr., was moved for adoption by Chairman McDuffie.

IN APPRECIATION OF DEAN HUDSON AND HIS BAND

WHEREAS, the North Carolina Pharmaceutical Association Convention at Durham, North Carolina, has enjoyed the fine music of Dean Hudson and his band; therefore

BE IT RESOLVED that we respectfully request that the F. W. Fitch Company of Des Moines, Iowa, have Dean Hudson and his band as a guest on their famous radio program, The Fitch Band Wagon.

BE IT FURTHER RESOLVED that a copy of this resolution be forwarded to the F. W. Fitch Company.

The resolution was duly adopted.

A resolution submitted by Bryan H. Whitford was moved for adoption by Chairman McDuffie.

TO EXPRESS THANKS TO THE CONVENTION HOSTS

WHEREAS, it is proclaimed that the North Carolina Pharmaceutical Association has held a most successful assembly of its members and friends in the city of Durham; and

WHEREAS, the North Carolina Pharmaceutical Association is desirous of expressing its sincere appreciation to these people whose untiring efforts have made the success of this assembly possible; therefore

BE IT RESOLVED that the North Carolina Pharmaceutical Association acknowledge its gratitude to the local secretary of the Association, to the Pharmacists of Durham, to the tradesmen of the city, to the townspeople and to all others who have so generously contributed to the successful progress of this, the Sixty-second Annual Convention of the North Carolina Pharmaceutical Association.

The resolution was duly adopted.

Upon motion made by Chairman McDuffie, and seconded by Sam Welfare, it was voted that the report of the Resolution Committee be adopted.

At the conclusion of Mr. McDuffie's report, he announced that Josephine Eldridge of Edenton and Bryan H. Whitford of Washington, students of the University of North Carolina School of Pharmacy, had each been awarded a year's membership in the North Carolina Pharmaceutical Association for having submitted the two best resolutions during the Convention.

The two memberships, made available through the generosity of Mr. Roger McDuffie, were given to stimulate interest among the pharmacy students in preparing resolutions.

Next was the Report of the Nominating Committee by Chairman R. R. Copeland. The following were nominated: For President: J. C. Brantley, Jr., Paul Bissette; for 1st Vice-President: R. P. Lyon, Moss Salley; for 2nd Vice-President: T. J. Crutchfield, Paul Thompson; 3d Vice-President: N. O. McDowell, E. C. Daniel; for member of the Executive Committee: Ralph Rogers, J. V. Farrington.

Motion was made and seconded to accept report of Nominating Committee.

The election of a member of the Board of Pharmacy was the next order of business. Upon motion of Eubanks-Welfare, Dr. Zoeller was elected to succeed himself.

Upon suggestion of Dean J. G. Beard, W. J. Smith, Secretary-Treasurer, was accorded a rising vote of thanks for his work since taking office during the past year.

Upon suggestion of Ralph P. Rogers, Joe Hollingsworth, retiring President, was accorded a rising vote of thanks for his work during the past year.

The installation of officers was the next order of business. Incoming President Rogers was escorted to the platform by R. P. Lyon and John Pickard where he was installed as President for the forthcoming year by retiring President Hollingsworth. President Rogers then made a short address of acceptance.

Following the installation of the President, the other new officers-elect were inducted into office. These included: Joe Hollingsworth, member of the Executive Committee, J. C. Brantley, Jr., 1st Vice-President, T. J. Crutchfield, 2nd Vice-President, Moss Salley, who was unable to be present, as 3d Vice-President.

Upon completion of the installation of officers, it was moved and seconded that the 62nd convention of the North Carolina Pharmaceutical Association and its affiliated bodies be adjourned until the following year.

(Signed) W. J. SMITH,
Secretary-Treasurer.

THE CONSTITUTION AND BY-LAWS

CONSTITUTION

Article I—Name

This Association shall be called the North Carolina Pharmaceutical Association.

Article II—Object

The aim of this Association shall be to unite the reputable pharmacists and druggists of this State for mutual assistance, encouragement, and improvement, and to advance the science and art of pharmacy, and thereby restrict the dispensing and sale of medicine to properly qualified pharmacists and druggists.

Article III—Membership

This Association shall consist of active, associate, life and honorary members.

Article IV—Officers

The Association shall have the following officers: A President; three Vice-Presidents; a Secretary-Treasurer; an Assistant Secretary-Treasurer; a Local Secretary; and an Executive Committee of seven members, all of whom shall hold office until their successors are elected and have qualified. The President, three Vice-Presidents, and one member of the Executive Committee shall annually be elected by ballot. The Secretary-Treasurer, the Assistant Secretary-Treasurer and the Local Secretary shall be elected annually by the Executive Committee. The President, two ranking Vice-Presidents, and the Secretary-Treasurer shall be *ex-officio* members of the Executive Committee.

(Amended 1930.)

Article V—Amending Constitution

Every proposition to alter or amend this Constitution shall be submitted in writing and received at an annual meeting, and may be voted on at the next annual meeting, when, upon receiving a vote of three-fourths of the members present, it shall become a part of the Constitution.

The By-Laws may be altered or amended by a submission of the proposed change at one session and a favorable vote of three-fourths of the members present at a succeeding session of the same regular meeting.

(Amended 1935.)

BY-LAWS

ARTICLE I—ELECTION OF OFFICERS

Section 1. A Nominating Committee of seven members shall be annually chosen by the President charged with the duty at each annual convention of selecting candidates for the officers of President, three Vice-Presidents, and one member of the Executive Committee.

(Amended 1930.)

Sec. 2. The Nominating Committee shall submit at the last session of each annual convention the names of two or more persons as candidates for each of the offices of President; First Vice-President; Second Vice-President; Third Vice-President; and one member of the Executive Committee. Additional nominations may be made from the floor. These names are to be submitted by the Secretary-Treasurer by mail to every member of the Association within one month after he receives them, together with the request that the members indicate their preference on a ballot enclosed for that purpose, and return the same by mail within one month.

(Amended 1938.)

Sec. 3. The ballots received as indicated in the preceding article are to be received and sent by the President to a Board of Tellers, composed of three members to be appointed by the President. This Board shall count as votes in the annual election only those ballots received from members whose dues have been paid for the current year, and who in turn shall certify to the Secretary-Treasurer the result of the election, after which the latter shall be published.

(Amended 1938.)

Sec. 4. The officers thus elected by a plurality of the votes cast shall be installed at the final session of the next annual meeting.

(Added 1927.)

Sec. 5. The North Carolina Pharmaceutical Association shall elect at each annual meeting from among the most skillful pharmacists in North Carolina, for a term of five years, one pharmacist to the State Board of Pharmacy. The same must have been registered as a pharmacist in North Carolina at least five years previous to his election; he must be actually engaged in pharmacy; and shall not succeed himself; Provided that this does not prohibit the re-election of any member of the present board for one additional year.

(Added 1940.)

ARTICLE II—DUTIES OF OFFICERS

Section 1. The President shall preside at all meetings, and administer the rules of order usual in deliberative assemblies. He shall nominate all special committees, except a majority of the members present resort to balloting or other means. He shall sign the certificates of membership and countersign all orders upon the Secretary-Treasurer. He shall present at each annual meeting a report of the operations of the Association during the year and suggest such subjects for its benefit as he may deem worthy of notice.

Sec. 2. The Vice-Presidents shall in case of temporary absence or inability of the President to serve, perform his duties in the order of their rank. In case of the death, resignation, removal from the State, or disability of any officer or member of the Executive Committee, the Executive Committee shall be empowered to fill the vacancy and the person so elected shall serve until his successor has been regularly elected and qualified.

(Amended 1938.)

Sec. 3. The Secretary-Treasurer shall keep a fair and correct record of all the proceedings of the Association. He shall keep on file all papers and reports read. He shall be charged with all correspondence, and with the editing, publishing and distributing of the Proceedings of the Association, under the directions of the Executive Committee. He shall notify all members four weeks in advance of each annual meeting, and at each annual meeting render a report of the duties performed by him since the last annual meeting. He shall furnish the Chairman of every Special Committee with a list of its members. He shall be *ex-officio* a member of the Executive Committee.

Sec. 4. The Secretary-Treasurer shall collect and have charge of all funds of the Association, except such funds as are officially delegated to a standing committee. He shall give bond in the sum of three

thousand dollars for the faithful performance of his duties. The bond must be acceptable to the Executive Committee and placed in the custody of the President, who shall deliver it to his successor. A Certified Public Accountant shall be engaged annually to audit the financial accounts of the Secretary-Treasurer. The Secretary-Treasurer shall hold and issue the certificates of membership. He shall report to the Executive Committee, previous to each annual meeting, the names of those members who have failed to pay their dues for two successive years. He shall keep a list of the names, residences, and dates of entrance of each member, and furnish a list of the same at the close of each annual meeting for publication. He shall preserve all applications for membership. He shall pay all bills when countersigned by the President, and at each annual meeting render an itemized statement of his account.

(Amended 1938.)

Sec. 5. The Local Secretary shall act under instructions from the Secretary-Treasurer.

Sec. 6. The Assistant Secretary-Treasurer shall aid the Secretary-Treasurer in the performance of his duties, and in the absence of the latter shall serve in his stead.

(Added 1924.)

ARTICLE III—OF COMMITTEES

Section 1. There shall be seven standing committees; an Executive Committee of seven members; a Committee on Trade Interests, a Committee on Papers and Queries, and a Committee on Practical Pharmacy and Dispensing, each to consist of three members; a Resolutions Committee of five members; a Legislative Committee of seven members together with such non-voting auxiliary members as the President may deem it wise to appoint; and a Fair Trade Committee of seven members; all to be elected or appointed annually, according to the will of the Association.

(Amended 1938.)

Sec. 2. The Executive Committee is charged with the following duties: the election annually of a Secretary-Treasurer, an Assistant Secretary-Treasurer, and a Local Secretary; the annual revision of the roll of members; the investigation of applications for membership; the publication and distribution to all members of the annual proceedings; the reporting at each annual meeting of members in arrears for two years; the preparation of appropriate notices of deceased members; and it shall also have general charge of and final authority over all affairs of the Association which are not specifically provided for elsewhere in the By-Laws, and report in writing annually its complete proceedings to the Association.

(Amended 1924, 1925.)

Members of the Executive Committee, other than members *ex-officio*, shall be elected to serve for a term of three years.

(Added 1930.)

Sec. 3. The Committee on Trade Interests shall consider all matters of a trade or commercial nature referred to it, and render a report thereon at such time as may be directed. This committee may make annual reports and suggest remedies of such trade or commercial irregularities as it may deem worthy thereof.

Sec. 4. The Committee on Papers and Queries shall receive all papers or essays for the Association, and designate which of them shall be read at length and which by title. It shall, in connection with the Secretary-Treasurer, arrange the time which may be most appropriate and convenient for presenting them. This Committee annually shall report within three months after its election or appointment a proper number of questions of scientific and practical interest, the answer to which may advance the interest of pharmacy; and shall procure the acceptance of as many such questions for investigation and reply as may be practicable; and in other ways induce the presentation of papers and essays.

Sec. 5. The Committee on Practical Pharmacy and Dispensing shall present to each convention scientific papers for study. It shall also bring before the delegates the experiences of druggists with everyday problems in the laboratory, in prescription compounding, and in research work.

(Added 1924.)

Sec. 6. The Committee on Resolutions shall meet together before each convention and decide on matters upon which the or-

ganization should take a public stand. The members shall then present to the delegates in regular session a carefully thought out program which may be accepted, amended, or rejected as the collective judgment of the convention may decide.

The Committee shall receive all resolutions as may be referred to it for study at any annual meeting, and submit to the delegates in regular session of the same meeting its recommendations for adoption, rejection, or amendment of such resolutions.

(Added 1924.)

Sec. 7. It shall be the duty of the Legislative Committee to use its efforts in sponsoring the passage of such legislation as the Association in convention assembled may specifically recommend, and to oppose such legislation as the Association in convention assembled specifically resolves to oppose. If during the intervals between meetings of the Association, unanticipated legislative developments occur, the Legislative Committee shall ask for a called meeting of the Executive Committee in order that the latter committee may act officially for the Association in advising, approving, or opposing such measures or methods as the Legislative Committee may present. The Legislative Committee shall submit in writing annually an itemized financial report of receipts and expenditures together with a summary of its proceedings to the Executive Committee. The latter Committee may use its discretion in withholding any information which it deems unwise or unnecessary to publish. With this qualification, the report shall be presented to the Association by the Chairman of the Legislative Committee or his appointed representative.

(Added 1938.)

Sec. 8. It shall be the duty of the Fair Trade Committee to formulate and execute such policies and practices pertaining to Fair Trade laws as its own judgment supported by a study of systems in other states may dictate as wise. The Committee shall meet not less than twice each year at the call of the Chairman. Before the Committee makes commitments of funds in excess of its present or immediately available assets, it shall first secure the consent of the Executive Committee. The Committee shall render a financial and general report annually to the Association. Between annual conventions it shall render *ad interim* reports to the Executive Committee if the latter Committee shall deem it necessary to be in possession of such reports.

(Added 1938.)

ARTICLE IV—OF MEMBERSHIP

Section 1. Every pharmacist and druggist residing in the State, of good moral standing, who is registered or is eligible to registration as a Registered Pharmacist under the Pharmacy Act of this State, of which satisfactory evidence shall be produced or shown to the Executive Committee, may become a member of this Association.

Any unregistered pharmacist, residing in the State, who possesses license as an Assistant Pharmacist, or who has had not less than three years experience in compounding drugs, or who has graduated from a reputable college of pharmacy, may, upon furnishing proof of his eligibility, become an associate member subject to the same fees and regulations that govern registered members. Associate members may not hold office, but may enjoy all other privileges of membership.

(Amended 1925.)

Any member of a Student Branch of the Association, upon furnishing proof of his eligibility, may become an associate member of the Association. Such a member may not hold office or vote for officers but may enjoy all other privileges of membership.

(Added 1936.)

Sec. 2. Any person eligible to membership may apply in writing, with the indorsement of two members in good standing, to any member of the Executive Committee, who shall report his application to said Committee; if, after investigating his claims, they shall approve his election, they shall, at the earliest time possible, report his name to the Association, and he may be elected by a two-thirds vote of the members present on ballot.

Members may also be admitted at any time by making application to the Secretary-Treasurer, with the endorsement of two members in good standing and accompanied by the initiation fee and dues for a

year, said application to be approved by the Secretary-Treasurer and the Chairman of the Executive Committee, when the membership certificate will be issued.

(Amended 1915, 1924, 1940.)

Sec. 3. No person shall be considered a member of this Association until he has signed the Constitution and By-Laws and paid into the treasury the sum of $1 as an initiation fee, also, the annual contribution for the current year. All persons who become members shall be considered permanent members, but may be expelled for improper conduct by a vote of three-fourths of the members present at any annual meeting.

Sec. 4. Every member shall pay in advance into the hands of the Secretary-Treasurer the sum of ten dollars as his yearly contribution, except that those not financially interested in a drug business shall pay four dollars, and except that members of a Student Branch shall pay one dollar.

Any one in arrears at any annual meeting shall not be entitled to vote, and any one neglecting to pay his annual dues for two successive years shall be liable to lose his membership. Members complying with the preceding section of this article are entitled to certificates of membership, signed by the President, a Vice-President, and the Secretary-Treasurer. Ex-members, who are so from omissions to pay their dues, desiring to re-unite with the Association, may do so by applying in writing to the Secretary-Treasurer and paying into the funds of the Association the sum of two years' dues when they were members and the dues for the current year; whereupon their names shall be placed upon the roll.

(Amended 1924, 1933, 1936.)

Sec. 5. Any member, not in arrears, moving to another State and once in two years reporting to the Secretary-Treasurer his address, shall be regarded as a non-resident member of this Association, and it is hereby provided that such failure to report shall be sufficient warrant for the Secretary-Treasurer to drop the name of such non-resident member from the roll of membership. Non-resident members shall not be eligible to hold office nor be required to contribute to the funds of the Association, but they shall have the privilege of attending the meetings and participating in the deliberations.

Sec. 6. A registration fee shall be paid by each person participating in the affairs of the annual convention. The amount of such fee shall annually be fixed by the Executive Committee.

(Added 1924.)

Sec. 7. Any regular member in good standing is eligible for a life membership and thereafter be exempt from all future annual dues. The cost of such a membership may be changed from time to time upon recommendation of the Executive Committee provided each such change recommended is approved by a three-fourths vote of the members present at a regular meeting, and provided further that the sum shall never be less than fifty dollars. The present fee shall be one hundred dollars.

(Amended 1920, 1936.)

Article V—Of Meetings

Section 1. The meetings shall be held annually, or from time to time, as the Association may determine, provided that in case of failure of this from any cause the duty of calling the Association together shall devolve upon the President, or on the Vice-Presidents, with the advice and consent of the Executive Committee. Special meetings may be held upon the written request of fifteen members, who shall state the purpose thereof, and only such matters shall be considered at the meeting.

(Amended 1914.)

Sec. 2. At the opening of each annual meeting, in the absence of the President, or Vice-Presidents, one of the Executive Committee shall take the chair. In the absence of all, a President *pro tempore* shall be elected by the members present. In the absence of the Secretary-Treasurer, the Assistant Secretary-Treasurer shall act in his stead. In the absence of the latter the presiding officer shall appoint a Secretary *pro tempore.*

Sec. 3. Fifteen members constitute a quorum.

Article VI—Of Branches

Section 1. There shall be a Students' Branch within the Association, the member-

ship of which shall be composed of and limited to regularly enrolled students in the School of Pharmacy of the University of North Carolina. The Branch must organize itself, elect a president, a secretary, and a treasurer. These officers shall be responsible to the Secretary-Treasurer of the Association for funds collected as annual dues. It shall have a Constitution and set of By-laws that shall be approved by the Executive Committee of the Association. No action taken by such Branch shall bind the Association in any way save when a proposed action is submitted as a recommendation to the Executive Committee prior to the annual meeting. If the Executive Committee gives its approval the recommendation may be submitted first to the general membership at a regular meeting and then assigned to the Committee on Resolutions for study and report in the usual manner.

(Amended 1938.)

Sec. 2. When a member of the Students' Branch becomes licensed as a pharmacist or becomes eligible for license he may be admitted to regular membership, provided he pays the additional fees required of such a membership, and provided he submits satisfactory evidence in writing to the Executive Committee of his eligibility for such a membership.

(Added 1936.)

ARTICLE VII—OF DELEGATES

Section 1. The President shall annually appoint five delegates to the American Pharmaceutical Association; five to the National Association of Retail Druggists; and three to the North Carolina State Medical Society. The delegates shall present their reports at the next annual meeting of the Association. Delegates shall be entitled to appoint alternates.

ARTICLE VIII—ORDER OF BUSINESS

1. Roll Call.
2. Reading of minutes.
3. Election of new members.
4. Presentation of new members present.
5. Presentation of visiting delegates, etc.
6. Reports of officers.
7. Reading of communications.
8. Reports of standing committees.
9. Miscellaneous business.
10. Unfinished business.
11. Election of officers.
12. Presentation of new officers.
13. Adjournment.

ROLL OF MEMBERS

(Corrected to Jan. 1, 1941)

An asterisk (*) before a member's name indicates attendance at the Charlotte convention.
A dagger (†) before a member's name denotes both life and charter membership.
Names of life members are printed in small capitals.
Names of charter members are printed in italics.
The date following a member's name indicates years of affiliation.

A

Adair, Walter Holmes (1924)....1936 Roxboro
Adams, Edward Clarence....1910 Gastonia
*Adams, Wilbur Royster....1933 Angier
Ahrens, Adolph George....1926 Wilmington
Airheart, Walter Thurston....1936 Concord
Allen, Charles Henry....1920 Winston-Salem
*Allen, H. H....1917 Cherryville
*Andes, Garrette Earl....1929 Wadesboro
*Andrews, Charles McDonald....1907 Burlington
Andrews, Wesley Thompson....1922 Goldsboro
*Arnold, Brodie Duke....1934 Raleigh
Austin, Beverly Newton....1928 Shelby

B

Bailey, Lee A....1938 Charlotte
*Bain, Jones Douglas (1925)....1940 Clayton
*Baker, Walter Presley....1922 Raeford
*Ballew, James Gordon....1917 Lenoir
*Barber, Ernestine Ray....1939 Williamston
*Barbour, Joseph Parker....1928 Burlington
Barefoot, Lexie Glenn....1934 Canton
Barnhardt, Manlus Ray....1929 Rockwell
Barrett, Raymond Ellis....1919 Burlington
Basart, Jasper Martin....1939 Greenville
*Baucom, Alfred Vernon....1906 Apex
*BEARD, J. G. (1923)....1908 Chapel Hill
*Beddingfield, Chas. Herman....1919 Clayton
*Beddingfield, Edgar T....1917 Clayton
Bell, Frank Roland....1924 Beaufort
Bender, Walter Meares K....1928 Fayetteville
BENNETT, KELLY EDMUND (1937)....1912 Bryson City
Benson, Ernest Stuart....1936 Wilmington
*BERNARD, GERMAIN (1933)....1904 Durham
*BEST, JOHN HARPER (1936)....1923 Greensboro
Bilbro, Quinton Trotman....1924 West Asheville
Bingham, William Hunter....1927 Concord
Birmingham, John S. (1913)....1933 Hamlet
*Bissette, Paul Branch....1924 Wilson
Black, Bonner Brevard (1921)..1940 Kannapolis
Black, Oliver Randolph....1927 Bessemer City
BLAIR, ROCHELLE KENT (1933)1919 Charlotte
Blanton, Charles Donald....1928 Kings Mountain
Blauvelt, Wm. H....1938 Asheville

*Blue, Daniel Adolph....1926 Carthage
Bobbitt, Hilliard Fletcher....1939 Glen Alpine
Bobbitt, Louis Myron (1917)....1940 Winston-Salem
*Boone, D. Leonard....1905 Durham
Boyd, Shelton Bickett....1940 Williamston
Boysworth, Ernest Gaston (1928)....1939 Fayetteville
Bradford, Chas. Harry....1939 Greensboro
*Bradshaw, Edward Luther....1927 Kinston
*Brame, Maurice Milam, Jr....1936 Durham
Brame, Philip Augustus....1937 N. Wilkesboro
Brame, Robert Marvin....1901 N. Wilkesboro
Brame, Wm. Anderson....1913 Rocky Mount
Brantley, John C....1917 Raleigh
*Brantley, John Calvin, Jr....1930 Raleigh
*Brewer, Stroud Otis....1915 West Durham
Bristow, Ellie Burton (1924)....1936 Rockingham
Brodie, Thomas Lewis....1930 Sanford
*Brooks, Frank Gibbons....1921 Siler City
Brookshire, Guy Elliott....1919 West Asheville
Brookshire, Lloyd Plemmons....1924 Asheville
*Brown, Bonnie Curlee....1931 Greensboro
Brown, Ernest Eugene....1939 Greenville
Brown, Hershel Gordon....1938 Hillsboro
Brown, James Dulon (1916)....1934 Garner
Browning, Alton Cain....1928 Greensboro
Browning, David Benjamin....1929 Rocky Mount
*Bruce, Thomas Milton....1940 Hot Springs
Buchanan, Elmer William....1935 Greensboro
*Buchanan, Ernest Chadwell....1939 Kinston
Buchanan, Robt. Augustus....1935 Greensboro
*Buffalo, John Mack....1933 Raleigh
Bühmann, Walter L. (1908) (1924)....1935 Asheville
Bullock, Blanche Jarvis....1939 Reidsville
Bunch, Luther Elmo....1934 Wilmington
Bunn, Richard Speight....1936 Rocky Mount
*Burgiss, Thos. Roy (1926)....1940 Sparta
*Burlage, Henry Matthew....1934 Chapel Hill
Burnett, John Paul (1918)....1930 Whitakers
Burris, Loy Ray....1937 Cleveland
*Burrus, Samuel Brainard (1924)....1934 Canton
*Burt, Milton Stanley....1930 Durham
Burwell, W. A....1919 Raleigh
*Bush, Jean....1939 Raleigh
*Bush, June....1939 Raleigh
Bynum, Carney Washington....1928 New Bern
*Byrd, Clement....1940 Roxboro

C

Cable, Maurice LeRoy....1939 Asheville
Cagle, Carlus Vann....1927 Greensboro
Cain, Charles Macbeth....1931 Henrietta
Caldwell, Palmer....1937 Wilmington
Cameron, Joseph Harold....1939 Ocean City, N. J.
Campbell, Francis Earle (1925)....1940 Hamlet
Campbell, Howard Turner (1925)....1933 Maiden
*Campbell, Rowe B....1918 Taylorsville
*Canaday, Ralph Clarence....1913 Four Oaks
Capps, Earl Uel....1939 Spring Hope
Carroll, Wm. Wright....1934 Dunn
Carswell, Ransom Fred (1920)....1939 Winston-Salem
CARTER, SAMUEL (1918)....1915 Salisbury
Caudill, Mrs. J. T....1940 Elizabethton, Tei
Causey, John Henry....1940 Winston-Salem
*Cecil, Aros Coke....1919 High Point
Champion, Herbert Otis....1926 Waynesville
Chandler, Emmett Owen....1930 Leaksville
Chandler, Herbert C. (1927)....1937 Charlotte
Chandley, Albert B....1940 Asheville
*Civil, John Keough....1928 Charlotte
Clapp, Ernest Bernard....1936 Newton
Clark, Claude Baxter....1924 Williamston
Clark, Claude Baxter, Jr....1935 Williamston
Cline, Clement Eugene....1924 Asheville
Cline, Frederick Herman....1920 Charlotte
*Clodfelter, Clarence Lee....1940 Durham
COBB, CLARENCE HARPER (1936)....1933 Durham
Coble, James Clifford....1932 Greensboro
Cochrane, Arthur Linwood....1937 Jackson
Cole, Thos. Reid....1925 Pinehurst
Colina, Gilberto....1940 Winston-Salem
*Compton, James Wesley....1917 Salisbury
Connell, Jas. Beardsley....1930 Henderson
Cooke, Henry Maddrey....1937 Winston-Salem
Cooley, Frank R....1940 Raleigh
*COPELAND, ROBT. R. (1925)....1917 Ahoskie
Coppedge, J. Benj. (1913)....1922 Raleigh
Coppedge, James William....1915 Raleigh
Cornwell, Amos Halsted....1937 Lincolnton
Cornwell, George Thomas....1936 Morganton
Costner, Beverly Pulaski....1910 Lincolnton
*Council, Commodore Thos....1915 Durham
*Cox, Carolyn Clarice....1934 Greensboro
Crabtree, G....1915 Raleigh
CRABTREE, W. A. (1917)....1915 Sanford
Craig, Lyle Benjamin....1940 Vass
*Crawford, Edgar P....1919 Marion
Crawford, Harvey Dinsmore....1939 Black Mountain
Creech, James Leonard....1939 Smithfield
*Creech, Leonard Ralph....1934 Oxford
Creech, Wm. H....1933 Selma
Crissman, Uba Frank....1935 Lexington
*Cromley, Robert Irvin....1940 Raleigh
Crowell, Charles Milton....1938 Charlotte
Crutchfield, Thomas Garrett (1920)....1933 Greensboro
*Culbreth, Graham McKenzie....1938 Hamlet
Curry, Clayton Smith....1934 Memphis, Tenn.
Curtis, Jas. Richard....1929 Bessemer City
Curtis, Rufus Harrison (1924)....1934 Rowland

D

*Dailey, R. I....1919 Reidsville
Daniel, Addison Garland....1939 Norfolk, Va.
*Daniel, Elbert C....1916 Zebulon
*Darden, Robert Jackson....1940 Clinton
Davis, Clifford Vernon (1921)....1938 Mount Airy
*DAVIS, DAVID RAMSEY (1936)....1926 Williamston
*Davis, Marvin Lee....1935 Kinston
Dawson, Milton Piere (1920)....1937 Rocky Mount
Day, Lewie Griffith....1930 Spruce Pine
*Dayvault, Frank Wilson....1929 Lenoir
Deal, Harland Murlee....1926 Lenoir
Dees, Robt. Edw. Lee....1920 Wallace
Dever, James Henry....1937 Greensboro
Dill, Geo. W., Jr....1927 Morehead City
Dodd, C. N....1936 Raleigh
Dosher, George Rufus....1936 Southport
Dowdy, David Astor....1918 High Point
DRIGGERS, EARLE (1936)....1925 Winston-Salem
Duffy, H. Bryan....1936 New Bern
Dunn, Robert A....1904 Charlotte
*Durham, Carl Thomas....1918 Chapel Hill

E

Eadie, Edward Blease....1939 Charlotte
Edmonds, M. M....1940 Charlotte
Edwards, Charles Ruffin....1935 Kannapolis
*Edwards, Otho Crowell....1922 Raleigh
*Edwards, Snowdie McG....1919 Ayden
Edwards, Thos. Northey....1919 Charlotte
ELDRIDGE, JULIUS (1940)....1922 Winston-Salem
*Elliott, Augustus Green....1915 Fuquay Springs
Elson, John Ross....1932 Enka
Elson, John Richard, Jr....1939 Enka
Etheride, Samuel Bushell....1917 Washington
Etheridge, Sidney Gladstone....1913 Elizabeth City
*Etheridge, Thomas Jarvis....1920 Bailey
*Eubanks, Clyde L....1915 Chapel Hill
Eubanks, James Norwood....1917 Greensboro
Evans, Jas. Edward....1935 Marion
Evans, Wm. Bryant....1924 Enka

F

*Farrington, John Vanstory....1926 Hickory
Feagin, E. L....1928 Hendersonville
Ferguson, John Stratford....1929 Raleigh
*FERRELL, WESSIE CONWAY (1933)....1920 Nashville
Fetzer, Frank Goodson....1922 Wadesboro
Fixel, Luis....1939 Greensboro
*Fordham, Christopher C., Jr....1925 Greensboro
*Forrest, Bedford Broiser....1934 Hillsboro
Foster, Dan Wm....1927 West Asheville
Foster, J. Coke....1938 Tryon
Fox, Charles Michael....1909 Asheboro
Fox, Howard Spencer....1937 Southern Pines
Fox, Jas. Hamilton....1939 Asheboro
Fox, Ludolph Glenn (1921)....1936 Rockingham
Franklin, Kenneth Vaden....1928 Raleigh

*Franklin, Oren Edgar (1904)....1940 Boone
Frieze, William Scott.....1919 Concord
*FULGHUM, RAIFORD THOMAS (1913) (1937).....1933 Kenly
Futrell, Clyde Loraine.....1940 Cary
Futrelle, William Leon.....1916 Wilmington

G

Gaddy, Henry Moody (1917).....1940 Charlotte
Galloway, Adrian Eure.....1938 High Point
Gamble, John Paul.....1921 Monroe
Gardner, Mattie Smith.....1926 Charlotte
Garren, Falton Oats.....1933 Burlington
*GATTIS, PHILLIP D. (1929).....1922 Raleigh
*Gibson, Allison McLaurin.....1925 Gibson
Gilliam, Wade Axom.....1925 Winston-Salem
Gilliken, Claude Elton.....1935 Kenly
*Glass, Patrick Gray.....1926 Kannapolis
Glass, William Thomas, Jr.....1939 Wilmington
Glenn, Arthur Leon.....1925 Derita
Glenn, Eric Faulkner.....1932 New Bern
Glenn, Jamerson Samuel.....1925 Mount Olive
Glenn, Roland A.....1936 Elkin
GODWIN, C. F. (1934).....1933 Pine Level
*GOODE, J. A. (1919).....1911 Asheville
Goodwin, Malcolm Noyes.....1940 Raleigh
Gorham, Richard Speight.....1919 Rocky Mount
Graham, John Calhoun.....1917 Red Springs
GRANTHAM, G. K. (1918).....1895 Dunn
Grantham, Hiram.....1904 Red Springs
Grantham, Leland Burt (1929)..1934 Liberty
Grantham, Lewis Irvin.....1916 St. Pauls
Grantham, Reid Bridgers.....1937 Red Springs
Green, Charles Frederick (1915)1939 Wilmington
Greene, Herbert Cooper.....1920 Charlotte
Greyer, Mary Alice Bennett.....1937 Delplane, Va.
Griffin, Octavus.....1925 Roanoke Rapids
Griffin, William Russell.....1926 Old Fort
Griffith, W. (1914) (1923).....1932 Hendersonville
Guion, Clayton Lloyd.....1921 Aberdeen
Guion, Clyde Doyle.....1919 Cornelius
Guion, Howell Newton.....1921 Marshville
*Guiton, John Albert.....1921 Whiteville
Gurley, William Burden.....1917 Windsor
Guthrie, Clarence H.....1936 Beaufort

H

Hales, Ralph A., Jr.....1925 Spring Hope
Hall, James Malcolm.....1922 Wilmington
Hall, James Malcolm, Jr. (1928)1937 Wilmington
*Hall, Sam Cannady (1924).....1931 Oxford
Hall, Stacey Buckner.....1926 Mocksville
Ham, Frank Benton.....1937 Charlotte
*Ham, Thos. J., Jr.....1926 Yanceyville
Hamlet, Reginald.....1940 Raleigh
Hammond, Harry Allan.....1939 High Point
*†*Hancock, Franklin Wills*.....1880 Oxford
Hand, Jasper Kennedy.....1922 N. Charlotte
*Hardee, Aldridge Kirk.....1924 Graham
*Hardee, Aldridge Kirk, Jr.....1940 Charlotte
*Harden, Wilkins.....1937 Raleigh
*Hardwicke, St. John Hart.....1924 Wake Forest
Harper, C. P.....1904 Selma
*Harper, Wm. Lacy.....1926 Hendersonville
*Harris, Joseph Claxton (1924)...1932 Durham
Harris, Wm. B.....1932 High Point
Harrison, Thomas N., Jr.....1937 Roanoke Rapids
Hart, Geo. Washington.....1937 Winston-Salem
Hart, John Albert.....1927 High Point
Hart, L. W.....1921 China Grove
*Hart, Robert Lee.....1920 Southern Pines
*Hartis, Gilbert Clyde.....1935 Winston-Salem
Harville, Reese Courts (1917)....1937 Kings Mountain
Haupt, Edward.....1925 Newton
*Hayes, William Anderson.....1940 Durham
*Haywood, C. L.....1910 Durham
HEDGEPETH, R. A. (1931).....1924 Lumberton
Herring, Needham Bridgeman....1917 Wilson
Herring, Robert Roscoe.....1917 Oxford
Hicks, Allen Milton.....1934 Charlotte
Hilton, Charles McLane.....1908 Greensboro
*Hocutt, Delma Desmond.....1920 Henderson
Hoffman, Jos. Filson (1920).....1939 High Point
*Hogan, Alexander Lacy.....1924 Kinston
Hoggard, Charles Ray.....1936 Norfolk, Va.
Holding, Thos. Elford, Jr.....1936 Wake Forest
*Holland, Henry Odessa.....1915 Apex
*Holland, Lewis Lea.....1940 Albemarle
*Holland, Willis Froneberger.....1924 Mount Holly
*Hollingsworth, Joe.....1919 Mount Airy
Hollowell, Wm. Clyde.....1935 Greenville
Holroyd, Robt. McTerrin.....1928 Whiteville
Holt, Fred Anderson.....1936 Brevard
*Honeycutt, Geo. Wm.....1940 Raleigh
*Hood, John C.....1919 Kinston
Hood, Paul C. (1913).....1937 Dunn
Hood, Richard Thornton.....1920 Kinston
Hood, Thomas Ruffin.....1925 Dunn
Horne, S. Ruffin.....1920 Fayetteville
HORNE, W. W. (1917).....1900 Fayetteville
Horsley, Howard Tate.....1936 Belmont
Horton, John Palmer (1935).....1933 N. Wilkesboro
HOUSE, JOSEPH (1935).....1924 Beaufort
*Houser, Wm. Henry.....1935 Cherryville
Hoyle, Marion H.....1919 Cooleemee
Hunter, J. Boyce (1921).....1940 Charlotte
Huss, Kelly William.....1935 Winston-Salem
Hutchins, James Alexander.....1910 Winston-Salem

I

Ingram, Lawrence M. (1920).....1933 High Point

J

*Jackson, Jasper Carlton.....1927 Lumberton
*Jackson, Leonidas.....1924 Erwin
*Jacobs, Marion Lee.....1927 Chapel Hill
JAMES, ALBERT ALLISON.....1916 Winston-Salem
*James, Charles Jordan.....1930 Hillsboro
Jarrett, Lloyd Montaville.....1922 Biltmore
*Jenkins, Sam.....1929 Walstonburg
Johnson, Graham Page (1924)..1933 Jacksonville
JOHNSON, JAS. EDWIN.....1928 Lumberton
Johnson, Roy Josiah.....1924 Asheville
*Johnson, William Lewis (1924).1939 Raleigh
Johnson, Wm. Luther (1924).....1935 Baltimore, Md.
*Johnson, Woodrow Wilson.....1935 Fuquay Springs
Joiner, Arthur Eugene.....1937 High Point
Jones, Alpheus.....1915 Warrenton
Jones, Dolan.....1927 Monroe
Jones, John Lee.....1924 Canton
*Jones, Joseph Hunter.....1919 Haw River
*Jones, M. L.....1937 Asheville

K

Keenum, Ralph Francis.....1935 Sylva
Kelly, George Carl.....1928 Lillington
Kerner, Lewis Clarence.....1905 Henderson
Kerr, Jas.....1930 Black Mountain
Kibler, Ralph Emory.....1922 Morganton
*King, J. R.....1915 East Durham
*Kirby, Guy Smith, Jr.....1920 Marion
*Koonts, Archie Alva.....1931 High Point
Kritzer, Everett Loftus.....1932 Albemarle
*Kunkle, Austin Boyd.....1925 Conover

L

*Lamm, Lewis Marion (1924).....1939 Mount Airy
LANGDON, RALPH EDWARD (1936).....1924 Maxton
LANGDON, ROSCOE.....1936 Columbia, S. C.
Lasley, Chas. Glenn.....1939 Statesville
Lasley, Matthew Ivey.....1924 Winston-Salem
Lazarus, Jos.....1925 Sanford
Lea, Lumartin John.....1927 Laurinburg
*Lea, Verne Duncan.....1920 Durham
*LEE, PARMILLUS A. (1918).....1906 Dunn
Lewis, William Clyon.....1937 Charlotte
*Lewis, Wilson E.....1919 Mount Olive
Libbus, Thomas Anthony.....1936 New Bern
*Link, Francis Philip.....1939 Reidsville
Linn, Tom Latan.....1939 Landis
LISK, DANIEL CLYDE (1929).....1920 Charlotte
Lloyd, Allen Alexander.....1940 Hillsboro
Lord, Charles A.....1916 Asheville
*Lovett, Herbert Edward.....1938 Liberty
Lutz, Horace Cleveland.....1909 Hickory
Lynch, Norman Walker.....1920 McColl, S. C.
Lynch, William Francis.....1940 Greensboro
*Lyon, F. F.....1916 Oxford
*Lyon, Robert P.....1919 Charlotte

M

*McAllister, Harmon Carlyle....1936 Chapel Hill
McBryde, Richard Vincent....1933 Fayetteville
McCarn, Rebekah Moose....1940 Kannapolis
McCollum, Numa Hill....1934 Leaksville
McCrimmon, Daniel David....1928 Hemp
*McDonald, Angus Henry....1927 West Durham
*McDonald, William Russell, Jr....1921 Hickory
*McDowell, Norfleet Owen (1921)....1933 Scotland Neck
*McDuffie, Roger Atkinson....1915 Greensboro
McFalls, Oliver Wendell....1940 Pomona
*McFalls, Samuel Woodrow....1940 Greensboro
*McKay, Daniel McNeill....1917 Durham
*McLean, George Woodrow....1937 Dunn
McManus, Matthew T. Yates....1933 Winston-Salem
McMillan, Cecil Claude....1936 Asheville
McMullan, Francis Hunter....1918 Asheville
McNair, Robert Terry (1933)....1940 Rockingham
McNeill, Arthur Dennis....1935 Norwood
McNeill, George K....1906 Rowland
McNeill, George Raymond (1907)....1933 Whiteville
McNeill, John Albert....1940 Whiteville
McNeill, Lenwood Johnson....1936 Gastonia
Macon, Arthur Boise....1936 Mount Airy
Malone, Charles Everette....1917 Salisbury
Maness, Riley Colon....1935 Greensboro
*Martin, Alfred Newman....1922 Roanoke Rapids
Martin, Sydnor L., Jr....1924 Leaksville
*Mathews, Chas. E., Jr....1919 Roanoke Rapids
Matthews, George Edgar....1940 Fayetteville
Matthews, George Washington....1922 Asheville
*Matthews, John Ivey....1938 Wallace
Matthews, Walter Forest, Jr....1937 Columbia, S. C.
Mauney, Walter McCoombs....1928 Murphy
Medford, DeVere Keith....1928 Clyde
*Melvin, Marion Butler....1924 Raleigh
Melvin, Perry Jenkins....1920 Roseboro
Merrill, Earle Edwin....1935 Southern Pines
Merriman, William Doctor (1929)....1938 Charlotte
Miles, Morton Clifton....1917 Henderson
Miller, Archie James....1935 Asheville
Miller, Clarence Mason (1918)....1932 Rose Hill
Miller, R. E....1935 Whiteville
*Millis, Archie Edward....1939 Durham
Mills, John Craton....1919 Cliffside
Mills, Joseph Arthur (1922)....1932 Tabor
MISSILDINE, E. E. (1917)....1902 Tryon
Mitchell, Clarence Eugene....1934 Highlands
Mitchell, Crudup P. (1917)....1922 Burlington
Mitchell, Franklin Troy....1924 Fairmont
Mitchell, John D....1936 Charlotte
*Mitchener, John Agrippa, Jr....1938 Edenton
Mitchener, Nancy Pike....1937 Edenton
*Montague, Geo. W....1919 Durham
Mooneyham, Alvis Omega (1925)....1935 Asheville
Mooneyham, Oscar J....1927 Henrietta
Moore, Andrew Leonard....1935 Asheville
Moore, Bernice Culbreth....1931 Rocky Mount
Moore, Harold Porter....1927 Spartanburg, S. C.
Moore, Thomas John....1927 Wilson
Moose, George Kelly....1925 Boone
*Moose, Hoy Archibald....1927 Mount Pleasant
*Moose, Walter Lee....1924 Hendersonville
Morrison, Matthew Stuart....1906 Wilson
Moss, Fred Morris....1935 Cramerton
Mullen, Lester Boyd....1922 Asheville
Munday, James Coleman (1921)....1937 China Grove
*Murr, George Frank....1931 Thomasville
Murrell, Harry Thomas....1937 Albemarle

N

Nance, John Sanford....1938 Charlotte
Neil, Joseph Walton....1935 Shelby
Newsome, Henry C. (1921)....1939 Winston-Salem
Nicholson, A. T....1915 Tarboro
Nicholson, Elliott Nolley....1935 Murfreesboro
Nicholson, Michael Albright....1918 Troy
Noell, Rowland James....1938 Asheville
Nowell, Edwin (1919)....1936 Asheville
*Nowell, Wm. Robert....1913 Wendell

O

Oakley, Curtis Hill....1929 Roxboro
*O'Daniel, James Sydney....1939 Lenoir
O'HANLON, E. W. (1929)....1895 Winston-Salem
*Oliver, Elery Watson....1936 Greensboro
Oliver, Peter Michael, Jr....1939 High Point
O'Neal, Walton Prentiss....1928 Belhaven
Overman, Harold Speight....1908 Elizabeth City
Owen, Fred R....1936 Tryon

P

*PAGE, B. FRANK (1930)....1906 Raleigh
*Page, Clarence Eugene, Jr....1939 Raleigh
*Palmer, Archibald William (1925)....1936 Sanford
Parker, Richard Smith....1922 Murphy
*Parker, Roland H....1939 Durham
Parker, W. W., Jr....1924 Henderson
Parks, William Allen....1937 Fort Mill, S. C.
Pearce, J. H....1939 Sarasota, Fla.
Perry, Elijah B. (1919)....1929 Littleton
Petrea, Fred Smith (1920)....1933 Greensboro
Phillips, Jasper Edward....1936 High Point
Phillips, Millard Brown....1919 Albemarle
Phillips, O. J....1938 Albemarle
Phillips, Wm. Penn (1927)....1937 Morganton
*Pierce, James Stanley....1920 Rocky Mount
Pike, Jos. Wm....1938 Concord
*PILKINGTON, G. R. (1920)....1898 Pittsboro
Pinnix, William Maple....1925 New Bern
Pope, Arthur Rowe....1932 Black Mountain
Porter, Charles Davis....1924 Concord
Powell, Joseph Clement (1928)....1940 Winston-Salem
*Powers, Chas. O....1936 Burlington
Pressly, Chas. Payson....1937 Charlotte
*Price, Hubert Graham....1938 Raleigh
Price, Samuel Howard....1920 Mooresville
Proctor, Wm. Vinson....1939 Charlotte
Puckett, Ulysses Stratten....1935 Stovall
Purcell, David Craig....1936 Salisbury
PURCELL, SAM M. (1919)....1909 Salisbury

R

Rand, Thos. Reid, Jr....1940 Raleigh
Ratley, Warren Archie....1932 Goldsboro
Ray, Ervin Linwood....1926 Asheboro
*Ray, Frederick Jr....1933 Jonesboro
Raysor, C. A. (1917)....1904 Asheville
*Reamer, I. T....1934 Durham
Reaves, Hallie Craven....1937 Asheboro
Reaves, L. E....1915 Raeford
*Reaves, Leonard Erastus, Jr. (1933)....1938 Fayetteville
Reeves, Jefferson....1924 Waynesville
*Register, Milton Otis....1932 Clinton
*Rhodes, Cader....1924 Raleigh
Rhyne, Wayne Frank....1925 East Gastonia
Rice, Leslie Davis....1936 Maxton
Richardson, Luther Wyatt....1939 Goldsboro
*Richardson, Odell K....1938 Elkin
Richardson, Wayne Robt. (1936....1940 Boone
*Rimmer, Eugene Freeland....1913 Charlotte
Rimmer, Helen Bell....1934 Charlotte
Rimmer, Robt. Meril (1931)....1940 Franklin
*Ring, Clifton Adolphus (1908)....1939 High Point
*Ring, Clifton Adolphus, Jr. (1908)....1939 High Point
Ring, Luther Branson....1922 Wallace
Rittenbury, Rom. Sanford....1929 Charlotte
Rives, Herbert Lisle....1924 Bethel
Roberson, Culas....1932 North Spray
Roberts, Herschel....1918 Weaverville
Roberts, Hubert Earl....1926 Marshall
Robinson, Carlton....1935 Winston-Salem
Robinson, Derwood Paul....1935 Oxford
Robinson, Herman Harwood....1936 Elizabethtown
*Robinson, John Linwood (1919)....1937 Belmont
Robinson, Thomas Ruffin....1938 Goldsboro
*Rogers, Ralph Peel....1912 Durham
*Rose, Ira Winfield....1906 Chapel Hill
Ross, Henry Clay (1924)....1939 Winston-Salem
Rouse, Louie Livingston....1935 Fayetteville

*Rudisill, Jones Solomon....1910 Forest City
*Russell, Jesse Milton, Jr....1940 Canton
Russell, Thomas Wayne....1937 High Point

S

Sally, Wm. M. (1912)....1933 Asheville
Sanders, C. A....1938 Monroe
Sanford, Roger Derrick....1922 Charlotte
Sappenfield, Jas. Alex....1926 Kannapolis
Sauls, M. M....1915 Ayden
Saunders, Lawrence Sidney....1927 Wilmington
Savage, Robert....1928 Pilot Mountain
Scott, John M....1898 Charlotte
Secrest, Andrew McDowd....1907 Monroe
Selden, Jos. Stancell....1927 Weldon
*Senter, Plennie Lloyd (1921)....1937 Carrboro
*Sewell, Guion Linwood....1927 Kinston
*Shelton, Claude Fuller....1929 Fairmont
Shigley, Henry Hall....1935 Asheville
Shook, Eulan (1918)....1936 Hickory
*Simmons, Wilson Coite....1939 Winston-Salem
Simpson, Thomas S....1916 Winston-Salem
*Singletary, Fred Bunyan....1936 Greensboro
Sisk, Charles Jones....1924 Asheville
Sitison, Jas. Andrew....1927 Mount Airy
Sloop, Lonnie Leyburn....1919 Spencer
Smith, Casper....1914 Wilson
Smith, Chas. Henry....1919 Charlotte
Smith, Fitz Lee (1918)....1935 Winston-Salem
Smith, Frank T....1888 Franklin
Smith, Henry Edwin....1938 Charlotte
Smith, John David....1939 Durham
Smith, Leon....1920 Kannapolis
*Smith, Oscar Wilbur....1937 Pilot Mountain
*Smith, William Julius....1937 Chapel Hill
Sparks, Jas. Ellis....1926 Pinetops
Stamps, Joseph Neal....1929 High Point
Stanback, Thos. Melville....1917 Salisbury
*Stanley, Vernon Eugene....1935 Charlotte
Stephenson, Edward Vassar....1937 Madison
*Stevenson, John Thomas....1919 Elizabeth City
Stimson, J. H....1912 Statesville
Stone, Benjamin Franklin....1940 Elizabethtown
Stone, Bryant M....1938 Charlotte
Stowe, Lester H....1910 Charlotte
*Strickland, Charles Brandon....1932 Fayetteville
SUGGS, ROBT. BAILEY (1934)....1906 Belmont
*Sullivan, Lawrence Steers (1927)....1937 Winston-Salem
Sullivan, Harry Moseley....1940 Waynesville
Summey, Kelly Nims (1912)....1924 Mount Holly
Suttle, Julius Albert....1919 Shelby
Suttlemyre, Claude Philip....1935 Charlotte
*SUTTLEMYRE, PHILIP JOHNSON 1922 Hickory
SUTTON, JAMES LINWOOD....1915 Chapel Hill
Swaney, Charles Arthur....1925 Winston-Salem
*Swaringen, DeWitt C....1909 China Grove
*Swindell, Edmund Slade....1922 Durham

T

Tainter, Dean (1925)....1931 Marion
Tarkenton, Edward L....1903 Wilson
Tart, David Whitfield....1916 Roseboro
*Tate, Earl Henry....1925 Lenoir
Taylor, Charles Albert (1908)....1937 Goldsboro
Taylor, Leroy Boone....1927 Conway
Taylor, Norward Travis....1936 Raleigh
Taylor, William P....1919 Roanoke Rapids
TEAGUE, M. F. (1919)....1917 Asheville
Templeton, Geo. Seckler....1927 Mooresville
Tennant, W. D. (1926)....1938 Crossnore
*Thomas, E. E. (1915)....1929 Roxboro
Thomas, E. R....1907 Erwin
*THOMAS, PHILLIP LANGSTON (1935)....1933 Roxboro
Thomas, William Graham, Jr....1927 Varina
Thompson, Charles Page....1935 Orangeburg, S. C.
Thompson, George Miller....1933 Rocky Mount
Thompson, James Lee (1925)....1936 Reidsville
*THOMPSON, PAUL HERMAN....1925 Fairmont
Thornton, George Palmer....1940 Goldsboro
*Threatt, Julius Blakeney....1929 Durham
Tilley, John Everett....1924 Winston-Salem
Toms, Elmo Reid....1924 Wilmington
Townsend, J. H....1915 Red Springs
*Tripp, Guy Oscar....1924 Kinston
Turner, Samuel Monroe....1938 Burlington
*Turnmyre, Arthur P....1922 Mount Airy
*Tyson, Jesse William....1938 Greensboro

U

Umstead, Oscar Logan....1928 Rocky Mount
Upchurch, Malcolm Thurston....1934 Smithfield
Usher, Joseph Thames....1931 Greensboro

V

Vinson, Emmett L....1922 Halifax
*Vinson, James T....1923 Goldsboro

W

*Walker, Harry W. (1919)....1929 Norlina
*Walters, Alonzo Kennedy....1940 Burlington
Ward, Bernard Rudolph....1933 Goldsboro
Ward, Edward Harvie....1924 Tarboro
Ward, Waits Artemus....1924 Swannanoa
Warren, Bowman Glidewell....1927 Charlotte
Warren, Burney Simon....1914 Greenville
Warren, Lovett Aldin (1917)....1935 Garland
*Warren, Lovett Aldin, Jr....1939 Wilmington
Waters, George W., Jr....1910 Goldsboro
Watson, Joseph Winstead....1939 Rocky Mount
Watson, Richard (1924)....1939 Hendersonville
Watson, Robert Neal....1939 Jonesboro
Way, James Arthur, Jr....1937 Concord
*Webb, Eugene Lea....1919 Thomasville
*Webb, Thomas Paul....1921 Shelby
Welborn, William Fowle....1919 Lexington
Welch, Wm. Dorsey, Jr....1929 Washington
*WELFARE, S. E. (1917)....1917 Winston-Salem
Wells, Robert Rodney....1935 Shelby
*West, Jas. F....1928 Winston-Salem
Wheeler, C. Rankin (1920)....1930 Winston-Salem
Wheless, Jas. Monroe, Jr....1938 Farmville
White, Clarence Bernard....1927 Henderson
White, Delmar Frederick....1930 Mebane
White, George Spencer....1924 Lexington
*WHITE, HENRY GARFIELD (1934)....1916 Elm City
*White, James I....1918 Burlington
White, Jas. Stark (1921)....1933 Mebane
White, John Jennings....1926 Henderson
WHITE, LUTHER....1921 Kinston
White, R. L....1930 Troy
White, Walter Rodwell....1910 Warrenton
*Whitehead, Chas. Raymond....1924 Ramseur
Whitehead, Jefferson Davis....1927 Enfield
*Whitehead, Thomas Edward....1932 Charlotte
Whiteley, Roland Scott....1934 Greensboro
Whitley, Howard Emsley....1936 Concord
Whitley, Jesse Rose....1936 Mars Hill
*Whitley, W. Y....1929 Fremont
WIGGINS, WILLIAM WINSTON....1931 Raleigh
Wilkerson, Ira Otis....1940 Greensboro
Wilkins, Wm. Robt. (1904)....1939 Mocksville
*Williams, A. H. A....1916 Oxford
Williams, John Cossie (1921)....1940 Bessemer City
*Williams, M. Van Buren....1920 Winston-Salem
*Williamson, Charles MacMillan (1926)....1940 Laurinburg
Willis, Beatrie Averitt....1922 Fayetteville
Willis, Robert Moore....1921 Chadbourn
Wilson, Claude Arthur....1925 Monroe
Wilson, Eugene C....1921 Burlington
Wilson, George Sparrow (1921)....1940 Belmont
Wilson, Lowry Reed....1924 Lowell
Wilson, Thomas Harvey....1924 Gastonia
Wilson, Thomas Vernon....1924 Hendersonville
*Wilson, Wm. Brown....1920 Hendersonville
*Winders, Hal Marion....1925 Farmville
Wohlford, Henry Wm....1940 Charlotte
Wolfe, William Samuel....1918 Mt. Airy
Womble, Logan Nyal....1937 Wilmington
Woodward, Grover Ben....1936 Erwin, Tenn.
Woodward, B. Paul....1940 Southern Pines
*Woolard, Edward Watson....1922 Henderson
*Wooten, John William Franklin....1927 Fayetteville
*Wrike, Walter Curtis....1922 Graham

Y

Yearwood, T. C....1938 Charlotte
Yoder, Coley R. (1912)....1933 Asheville
Young, Thos. F....1938 Blowing Rock

Z

*†*Zoeller, Edward V*....1880 Tarboro

ASSOCIATES

Adams, Lowry Thomas....1924 Winston-Salem
Adkinson, Newton Frank....1932 Forest City
Alderman, Robert Clifton....1940 Rosehill
*Allen, J. T....1936 Asheboro
Allen, L. B....1937 Roanoke Rapids
Anderson, C. J....1930 Highlands
Anderson, E. R....1939 High Point
Angel, T. W., Jr....1939 Franklin
Bailey, Guy L....1934 Fair Bluff
Barber, Thelbert Alonzo....1940 Burlington
Barefoot, Earle G....1929 Canton
Bess, G. K....1936 Sylva
Birkitt, Sebastian Poisal....1940 Charlotte
Bishop, Howard Lewis....1939 West Asheville
Brame, Peter Joyner, Sr....1933 N. Wilkesboro
Brame, Robert Marvin, Jr....1929 N. Wilkesboro
*Brecht, Edward A....1940 Chapel Hill
Brooks, James Howell....1939 High Point
Brooks, Nita M....1934 Greensboro
Brown, Earl....1936 Macclesfield
Brown, Henry Shelton....1935 Goldsboro
*Butler, Clifford Roosevelt....1936 Dunn
*Campbell, J. I....1940 Charlotte
Cantrel, B. B....1939 Hayesville
*Carrigan, James Frank....1931 Granite Falls
Caudell, Frank M....1933 Buies Creek
Chadwick, Sam Thomas....1934 Kinston
Chandler, James Thomas....1935 Leaksville
Clark, T. J. R....1938 Boone
Cloer, Paul Link....1935 Lenoir
Collins, Wm. George....1935 Nashville
Coppedge, R. F....1932 Asheville
Correll, Leslie James....1925 Kannapolis
Coxe, James Sherwood....1920 Raleigh
Currens, Turner Fee....1926 New York City
David, Thos. Dillon....1940 Pembroke
Dellinger, Henry McLurd....1933 Mount Holly
Dixon, Herman Lewis....1937 Belmont
Dixon, John L....1935 Elm City
Dodd, Robert Bruce....1936 Bunn
Eatman, Garland Adelbert....1939 Wilson
*Edens, Allen Dupree....1937 Durham
*Edwards, William David....1937 Gastonia
Elam, Paul W....1940 Louisburg
*File, W. C....1936 Raleigh
Fussell, Thomas Edmund....1936 Raleigh
Gamble, Henry W....1940 Waxhaw
Gardner, E. E....1940 Charlotte
Garland, Robert G....1929 High Point
*Green, E.G....1938 Durham
Guthrie, Ivey....1936 Vanceboro
Hales, Carl Whittin....1933 Seaboard
Hall, James Samuel, Jr....1934 Fayetteville
Harrelson, R. C....1930 Tabor
Harrison, James William....1937 Asheville
Harrison, Melrose....1936 Charlotte
*Hawkins, Luther O....1935 Statesville
Hearn, J. A....1932 Valdese
Henderson, Leonard Willis....1925 Franklinton
Heslip, F. W....1937 Beaufort
*Hicks, Ernest L....1923 Concord
*Holmes, Louis M....1934 Charlotte
Holmes, Ralph T....1933 Statesville
Horton, Victor Walter....1938 Asheville
Humphries, Aubrey Teddington....1936 Charlotte
Johnson, John R....1933 Asheville
Johnson, John F....1929 Mooresville
Jones, H. D....1938 Winston-Salem
Jones, S. L....1936 Greensboro
Joyner, W. C....1938 East Bend
Jumper, L. C. (1928)....1939 Black Mountain
Justus, Fred....1934 Hendersonville
*Keith, E. K....1935 Raleigh
Ketchum, W. L....1932 Jacksonville
Kilpatrick, W. H....1938 Rockingham
Kornegay, Grey Bryan....1939 Mount Olive
Lane, W. Ronald....1933 Wilmington
Lawhorn, Archie S....1934 Fayetteville
Lawrence, Graham Vance....1938 Charlotte
Liske, P. J....1940 Salisbury
Littlefield, Gary Anderson....1935 Gastonia
Liverman, Herbert A....1936 Plymouth
*McAdams, E. L....1936 Burlington
McDaniel, John Albert....1939 Kinston
McDaniel, R. E....1934 Enfield
McGill, J. L....1932 Kings Mountain
McNeely, Sam....1937 Charlotte
McNeill, W. C....1932 Whiteville
*Mansfield, Lem Howard....1935 Graham
Mathews, Johnnie Lee....1935 Rocky Mount
Matthews, Weldon C....1929 Morehead City
Maus, Fred B....1929 Greensboro
Millaway, Eugene Delano....1940 Burlington
Mitchell, H. (1927)....1937 Raleigh
Moore, C. A....1937 Goldsboro
Moose, Herbert Foy....1937 Albemarle
Munns, Robert Floyd....1934 Rocky Mount
Musgrove, William McKinley....1927 Catawba
Nelson, Henry J....1935 Chadbourn
*Overton, John Tyler....1939 Southern Pines
Page, Clarence Esiah....1922 Henderson
*Pearce, Archer L....1935 Durham
Perry, James Edward....1929 Franklin
Perry, R. R....1938 Mount Airy
Pierce, B. Jeff....1936 High Point
Pinner, Beamon L....1933 Asheville
Porter, James Neely....1936 Lincolnton
Purcell, A. L., Jr....1939 Fallston
Rancke, Geo. Edward....1936 Lumberton
*Ratchford, G. Rufus....1929 Gastonia
Redding, Mrs. M. D....1935 Lucama
Richardson, Joseph Phillips....1940 Lenoir
*Ripley, Webb Pendleton....1938 Durham
Robertson, William Zenas....1925 Burnsville
ROGERS, BEN F. (1936)....1934 Fair Bluff
*Royall, Geo. E....1937 Elkin
Royall, J. Weldon....1937 Thomasville
*Russell, Lon D....1931 Greensboro
Russell, Rufus C....1933 High Point
Sapp, H. F....1935 Davidson
*Sheffield, Bernard Cleveland (1922)....1929 Warsaw
Sheffield, R. M....1933 Lexington
Smith, John Elbert....1939 Lenoir
*Spake, Y. E....1939 Morganton
Stallings, Tom F....1936 Smithfield
Stanley, L. J....1938 Charlotte
Stewart, Albert George....1939 Spruce Pine
Suttle, Julius Albert, Jr....1939 Shelby
Tate, Rowland Clifton....1936 Grover
Temple, Burwell....1934 Kinston
Thomas, Onie Washington....1934 Burlington
Threewitts, G. A....1935 Littleton
Viall, Wesley R....1925 Pinehurst
Wade, Clifton Elsworth....1936 Colerain
*Waynick, H. P....1940 Burlington
Wells, G. Otto....1936 Atkinson
*Wilkins, Wm. Neisler....1940 Kinston
Willson, Chas. H....1938 Winston-Salem
Wilson, Wilbe....1933 Charlotte
Yandle, Lester Hunter....1925 Matthews
Young, Richard E....1919 Asheville

STUDENT BRANCH U. N. C.

Allen, Harry Hampton, Jr....1939 Cherryville
Allgood, William Walton (1937) 1939 Roxboro
Ausburn, Joseph William....1939 Asheville
Aycock, Mary Ruth....1940 Princeton
Beavans, Sam....1941 Enfield
Biggs, John Waller Smallwood....1938 Washington
Brewer, Stroud Otis, Jr....1939 Durham
Britt, Grady....1941 Raleigh
Burrus, Blanche Evelyn....1938 Canton
Carlan, Bobby....1941 Galax, Va.
Church, John Trammel....1939 Salisbury
Clark, George Edward....1939 Pittsboro
Collier, Halcyone Belle....1939 Asheville
Creech, Jack Alexander (1938). 1939 Salemburg
Dees, Fred....1941 Burgaw
Eldridge, Claudia Josephine....1938 Carrboro
Fox, Junius Claude....1939 Randleman
Fuller, Edwin Rudolph....1938 Lonisburg
Greene, Frank Arthur, Jr....1939 Suffern, N. Y.
Greene, Henry....1941 Roanoke Rapids
Gilbert, Lacy....1941 Parkton
Hamlet, Joe Edward....1939 Hollister
Herrin, Mack....1941 Clinton
Holland, Thomas Marshall....1938 Mount Holly
Hollowell, William Herbert....1939 Edenton
Hood, David Henry....1940 Dunn
Hood, Marsha....1941 Kinston
Irwin, Dwayne Alton....1938 Wilkesboro
Johnson, Arthur Richardson....1938 Kerr
Johnson, Billie Waugh....1939 N. Wilkesboro
Jowdy, Albert Willoughby, Jr....1939 New Bern

Kerr, Banks	1941 Mooresville
King, Alfred Henderson	1938 Durham
Lloyd, Margaret Thomas (1938)	1939 Chapel Hill
McAdams, John Webster	1939 Burlington
McCrimmon, Dan Grier	1939 Hemp
McGowan, David F.	1939 Swan Quarter
McKnight, Leonia Erastus	1938 Fayetteville
Matthews, Otto Stevens	1939 Roseboro
Mattocks, Albert McLean (1937	1939 Greensboro
Minnick, W. Kendell	1939 Wyndale, Va.
Oakley, Calvin Snied	1939 Mebane
Pethel, Raymond	1941 China Grove
Pickard, John Milton	1938 Durham
Rosser, John Harrington	1939 Vass
Royal, George Edwin, Jr.	1938 Elkin
Russell, Joe Terrell, Jr.	1940 Canton
Scoggin, Herbert Palmer	1938 Louisburg
Sessoms, Stuart McGuire	1939 Roseboro
Sheffield, Bernard Cleveland, Jr.	1939 Warsaw
Sheffield, W. J.	1941 Winchester, N. H.
Shields, Louis	1941 Murphy
Simmons, F. Joel	1939 Conover
Smith, Edwin Harrison	1939 Weldon
Teague, Ralph	1941 High Point
Tee, Harry	1941 Harrington, Del.
Terrell, John Arthur, Jr.	1939 Chapel Hill
Trotter, Pinkney Lawson	1939 Pilot Mountain
Whitford, Bryan Henry (1937)	1939 Washington
Whitehead, Jeff	1941 Enfield
Williams, James D.	1939 Gate City, Va.
Windecker, George Henry (1938)	1939 Ridgefield Park

HONORARY

Beal, James Hartley	Cocoa, Fla.
Dargavel, John W.	Chicago, Ill.
Chase, Harry Woodburn	New York City
Daniels, Josephus	Raleigh, N. C.
Graham, Frank Porter	Chapel Hill, N. C.
Holton, Chas. Wm.	Essex Fells, N. J.
Kelly, Evander F.	Washington, D. C.
Rusby, H. H.	New York City
Wooten, Thomas V.	Chicago, Ill.

TOTAL MEMBERSHIP

Regular Members	615
Associate Members	144
Charter Members	2
Life Members	43
Student Branch U. N. C.	62
Honorary Members	9
Total	875

THE TRAVELING MEN'S AUXILIARY

OFFICERS

N. B. MOURY *President*
L. J. LOVELAND *First Vice-President*
J. FLOYD GOODRICH *Secretary-Treasurer*
MRS. LOUISE JONES *Assistant Secretary-Treasurer*

BOARD OF GOVERNORS

C. H. SMITH Five Years
J. W. BENNICK Four Years
J. F. NEELY Three Years
D. L. Shreve Two Years
H. L. HITCHCOCK One Year

MEMBERS

(List Supplied by Secretary Goodrich)

Name	*Firm Represented*	*Home Address*
Adams, W. A.	Pangburn Company	Care Pangburn Co., Ft. Worth, Texas
Anderson, C. W.	Sundae Hosiery Co.	Clinton, S. C.
Andrews, C. D.	Wm. R. Rorer Co.	S. Mendenhall, Greensboro, N. C.
Armistead, Frank	Johnson and Johnson	235 N. Tryon St., Charlotte, N. C.
Austin, J. H.	Mead Johnson & Co.	2519 Providence Rd., Charlotte, N. C.
Barnes, H. L.	Maola Ice Cream Co.	New Bern, N. C.
Barnette, J. G.	E. B. Read and Son Co.	1923 Lombardy Circle, Charlotte, N. C.
Barnhardt, L. E.	Armour and Co.	1517 Waverly St., Charlotte, N. C.
Bennick, J. W.	Scott Drug Co.	Charlotte, N. C.
Berryhill, O. A.	Southern Dairies	702 Lamar Ave., Charlotte, N. C.
Blackmer, Luke	Southern Dairies	Box 116, Charlotte, N. C.
Blackmer, W. S.	Southern Dairies	Salisbury, N. C.
Boatwright, K. T.	Eli Lilly Co.	33 W. Locklane, Richmond, Va.
Boone, D. L.	Peabody Drug Co.	Durham, N. C.
Bowers, G. M.	Owens and Minor Drug Co.	Box 272, Rocky Mount, N. C.
Bowers, J. B.	Owens and Minor Drug Co.	Box 1396, Richmond, Va.
Braman, W. C.	Dr. T. C. Smith Co.	Asheville, N. C.
Breeding, W. M., Jr.	Paramount Sales & Dean Rubber Manufacturing Co.	Box 477, Knoxville, Tenn.
Brockwell, J. R.	W. H. King Drug Co.	Raleigh, N. C.
Brown, Lore S.	Burwell and Dunn Co.	Box 246, Hamlet, N. C.
Brownie, J. R.	Dr. Miles Laboratories	Box 160, Berkeley Station, Norfolk, Va.
Burgess, Jim	Bauer and Black	Box 991, Columbia, S. C.
Burwell, W. A.	Eli Lilly and Co.	J-3 Raleigh Apts., Raleigh, N. C.
Butler, E. I.	Liquid Carbonic Corp.	2209 Chambwood Dr., Charlotte, N. C.
Byerly, C. T.	Peabody Drug Co.	Durham, N. C.
Cagle, R. C.	Scott Drug Co.	Box 245, Rockingham, N. C.
Cates, J. M.	Southern Dairies	210 Price St., Greensboro, N. C.
Colburn, L. C.	Dixie-Vortex	Darlington, S. C.
Collette, R. W.	Hart Drug Co.	Mocksville, N. C.
Collins, Charlie	Lily-Tulip Cup Co.	845 Holt Drive, Raleigh, N. C.

(List Supplied by Secretary Goodrich)

Name	*Firm Represented*	*Home Address*
Compton, D. E.	Justice Drug Co.	Greensboro, N. C.
Coppedge, J. B.	W. H. King Drug Co.	Raleigh, N. C.
Coppedge, J. W.	W. H. King Drug Co.	Raleigh, N. C.
Costa, C. J.	Brunswick Balke-Collender Co.	223 Ivy St., Atlanta, Ga.
Cox, A. G.	B. C. Remedy Co.	Durham, N. C.
Craig, R. B.	New York Quinine & Chemical Works	1107 Glendale Ave., Durham, N. C.
Cross, A. R.	The Penslar Co.	1204 N. Fairwater Dr., Norfolk, Va.
Crosson, R. M.	McCourt Label Cabinet Co.	Box 475 Columbia, S. C.
Daniel, F. G.	Yager Liniment Co.	1219 Holloway St., Durham, N. C.
Davis, J. R.	Justice Drug Co.	Greensboro, N. C.
Davis, L. R.	Justice Drug Co.	Greensboro, N. C.
Day, P. C.	Jergens Woodbury Co.	106 Providence Rd., Charlotte, N. C.
Dean, M. J.	Burwell and Dunn	Charlotte, N. C.
Dixon, W. R.	Bauer and Black	1405 E. Blvd., Charlotte, N. C.
Duckett, A. F.	Service to Industry	Devon Rd., Hope Valley, Durham, N. C.
Edwards, H. L.	Stanback Co.	821 N. Elm, Greensboro, N. C.
Edwards, O. C.	Edwards Drug Co.	Raleigh, N. C.
Edwards, S. M.	Owens-Illinois Glass Co.	1208 Park Dr., Raleigh, N. C.
Everett, R. S.	Nunnally's Candy Co.	1101 E. Morehead St., Charlotte, N. C.
Farrior, E. W.	Eli Lilly and Co.	Box 37 N. Side, Br. Atlanta, Ga.
Felton, J. W.	Magnus, Mabee & Reynard	Box 316, Knoxville, Tenn.
Ferrell, I. O.	Southern Dairies	Durham, N. C.
Fischer, George L., Jr.	National Carbon Co.	Country Club Homes Apt. T-3, Raleigh, N. C.
Ford, George I.	The Centour Co.	343 Peachtree St., Atlanta, Ga.
Fowlkes, S. H.	Ray-O-Vac Co.	Richmond, Va.
Furr, F. L.	Upjohn Co.	2305 Englewood Ave., Durham, N. C.
Goodrich, J. Floyd	B. C. Remedy Co.	Durham, N. C.
Graham, R. E.	Lance Packing Co.	1305 Wake Forest Rd., Raleigh, N. C.
Granade, T. S.	Coca-Cola Co.	208 Mayflower Dr., Greensboro, N. C.
Gutherman, Lester	Apex Moth Products	1401 W. North, Chicago, Ill.
Gwynn, A. M.	Scott Drug Co.	Box 571, Salisbury, N. C.
Hamrick, C. Rush	Kendall Medicine Co.	Shelby, N. C.
Hannon, E. M.	Scott Drug Co.	Charlotte, N. C.
Harrell, J. W.	E. R. Squibb Co.	1917 Sunset Dr., Raleigh, N. C.
Harris, N. H.	Owens-Illinois Glass Co.	200 Hillside Ave., Winston-Salem, N. C.
Hartis, G. C.	Parke, Davis and Co.	203 Gloria Ave., Winston-Salem, N. C.
Hartsell, Glen	Goody's	2529 Druid Hills Dr., Winston-Salem, N. C.
Hawkins, T. F.	Beechnut Co.	1105 Greenwood Cliff, Charlotte, N. C.
Hayes, D. F.	Justice Drug Co.	Greensboro, N. C.
Hayes, P. A.	Justice Drug Co.	Greensboro, N. C.
Hazelgrove, C. J.	Peabody Drug Co.	Durham, N. C.
Heist, R. D.	Parke, Davis and Co.	1610 Queens Rd., Charlotte, N. C.
Hemmle, E. H.	Colgate-Palmolive Peet Co.	2020 Tippah Ave., Charlotte, N. C.
Hitchcock, H. L.	Hollingsworth Candy Co.	Box 2239 Winston-Salem, N. C.
Holmes, J. A.	United Drug Co.	116 Stedman St., Fayetteville, N. C.
Holmes, W. B., Jr.	Merck and Co.	518 Oakland Ave., Apt. 13, Charlotte, N. C.
Hudson, O. W.	Emerson Drug Co.	Box 234, Durham, N. C.
Hughes, Gary	Southern Dairies	Asheville, N. C.
Humphries, B. M.	Eli Lilly Co.	920 Henley Place, Charlotte, N. C.
Hunter, R. E.	The Upjohn Co.	334 Circle Ave., Charlotte, N. C.
Hunter, R. W.	W. H. King Drug Co.	314 Forest St., Raleigh, N. C.
Inge, Rease	E. R. Squibb and Sons Co.	498 Spring St., Atlanta, Ga.
Jennings, George H., Jr.	Wm. Wrigley Co.	Box 1493, Greensboro, N. C.
Johnson, W. L.	Parke, Davis and Co.	Care Company, Baltimore, Md.
Kilgore, J. D.	Pine State Creamery	Raleigh, N. C.
King, J. T.	Dr. Pepper Bottling Co.	1128 Westover Terrace, Greensboro, N. C.
Kivett, E. L.	Southern Dairies	Burlington, N. C.
Lancaster, Josh	Peabody Drug Co.	Clayton, N. C.
Lennon, W. B.	R. R. Bellamy and Son	1916 Ann St., Wilmington, N. C.
Leonard, H. H.	Endo Products, Inc.	2080 N. Decatur Road, Atlanta, Ga.
Lewallen, Thad	Goody's	Box 2209, Winston-Salem, N. C.
Loveland, L. J.	B. C. Remedy Co.	Durham, N. C.
Lortz, F. W.	Dixie-Vortex	625 Fairmont St., Greensboro, N. C.
Lowe, R. W.	Bodeker Drug Co.	Chester, Va.
Lowry, M. R.	Pro-Phy-Lac-Tic Brush Co.	2230 Peachtree Rd., Atlanta, Ga.
Lyon, J. E.	Cliff Weil Cigar Co.	403 E. Markham Ave., Durham, N. C.
Lyon, W. B.	Pictorial Paper Pkg. Corp., 118½ S.	Mendenhall St., Greensboro, N. C.
Marston, R. H.	The Upjohn Co.	809 Hawthorne Lane, Charlotte, N. C.
Matthews, T. P.	Southern Ice Cream Co.	Box 426, Henderson, N. C.
Matthews, W. F., Jr.	Wm. S. Merrell Co.	2712 Lockmoor Dr., Raleigh, N. C.
McCord, A. S.	Scott Drug Co.	Charlotte, N. C.
McKinney, L. E.	Plough Sales Co.	1544 Iredell Dr., Raleigh, N. C.
McLeod, A. B.	Norwich Pharmacal Co.	Mebane, N. C.
McMasters, J. R.	Parke, Davis Co.	Winnsboro, S. C.
McNair, D. G.	Coca-Cola Co.	104 E. 25th St., New York, N. Y.
McPherson, A. G.	The Pepsodent Co.	4707 Powers Ferry Rd., Atlanta, Ga.
Mettelman, I. W.	Bauer and Black	D-3 Raleigh Apts., Raleigh, N. C.
Miller, Henry F.	Bodeker Drug Co.	Box 407, Goldsboro, N. C.
Milner, S. G.	Johnson and Johnson	Apt. U-9 Raleigh Apts., Raleigh, N. C.
Mock, J. E.	Julius Schmidt, Inc.	2712 Griffin Ave., Richmond, Va.
Montgomery, Harry	W. H. King Drug Co.	P-3A Cameron Apt., Raleigh, N. C.
Morgan, A. B.	A. B. Morgan Fixture Co.	Charlotte, N. C.
Morris, M. G.	E. R. Squibb and Sons Co.	142 E. Fisher Ave., Greensboro, N. C.
Morton, W. W.	B. C. Remedy Co.	Durham, N. C.
Moury, N. B.	Henry K. Wampole Co.	Box 885, Greensboro, N. C.

(List Supplied by Secretary Goodrich)

Name	*Firm Represented*	*Home Address*
Mundorf, Harry K.	Sharpe and Dohme	1301 Cathedral St., Baltimore, Md.
Neely, J. F.	Garland C. Norris Co.	Raleigh, N. C.
Neister, G. W.	Justice Drug Co.	Greensboro, N. C.
Nelson, P. B.	Southern Dairies	Raleigh, N. C.
Obenshain, W. S.	Southern Dairies	Box 116, Charlotte, N. C.
Owen, C. C.	Owen Drug Co.	Salisbury, N. C.
Pearce, W. D.	John Wyeth and Bros.	210 Pague St., Raleigh, N. C.
Peel, G. O.	Peabody Drug Co.	Durham, N. C.
Pittman, T. E.	Schraft Candy Co.	1806 Oak Rd., Raleigh, N. C.
Pollard, A. D.	Steven F. Whitman Co.	Box 5035, Raleigh, N. C.
Potter, F. F.	Lehn and Fink Products Co.	Hotel Charlotte, Charlotte, N. C.
Reiner, N. F.	American Druggists Fire Insurance Co.	307 W. 74th St., New York
Reed, T. C.	Southern Dairies	Greensboro, N. C.
Reele, K. B.	Haynes Sales Co.	728 E. Tremont Avenue, Charlotte, N. C.
Rigsby, William	Lily-Tulip Cup Co.	104 W. Avondale Dr., Greensboro, N. C.
Roberts, J. W.	Henry B. Gilpin Co.	133 W. Main St., Norfolk, Va.
Roetschi, C. L.	Dixie-Vortex	Box 1927, Raleigh, N. C.
Rouse, Ross	Powers Taylor Drug Co.	205 W. Peyton Ave., Kinston, N. C.
Russell, Reuben C.	Burwell and Dunn	Charlotte, N. C.
Sarp, A. E.	Goody's	623 Maupin Ave., Salisbury, N. C.
Saunders, E. A.	Ray-O-Vac Co.	1507 14th Ave., S. Birmingham, Ala.
Scott, Walter, Jr.	Scott Drug Co.	Charlotte, N. C.
Shreve, D. L.	Justice Drug Co.	Greensboro, N. C.
Simpson, E. S.	Justice Drug Co.	Greensboro, N. C.
Sirmons, H. L.	Winthrop Chemical Co.	K-2C University Apt., Durham, N. C.
Sisk, J. L.	Brunswick-Balke Collender	2023 Greenway, Charlotte, N. C.
Slaughter, T. G.	Bristol Myers Co.	Hotel Charlotte, Charlotte, N. C.
Smith, C. H.	Drug Package Co.	Box 1001, Charlotte, N. C.
Smith, F. L.	Bauer and Black	4075 Peachtree-Dunwoody Rd., Atlanta, Ga.
Smith, J. D.	Eli Lilly and Co.	311 E. Trinity Ave., Durham, N. C.
Smith, L. C.	Burwell and Dunn	1905 Lombardy Circle, Charlotte, N. C.
Smith, S. B.	O'Hanlon Watson Drug Co., 2410 Rosewood Ave., Winston-Salem, N. C.	
Smith, Stacy	Dr. T. C. Smith Co.	Asheville, N. C.
Smith, T. J.	Burwell and Dunn	705 N. Tryon St., Charlotte, N. C.
Snowden, J. W.	Pictorial Paper Pkg. Corp.	Aurora, Ill.
Stanback, F. J.	Stanback Co.	Box 639, Salisbury, N. C.
Starling, H. C.	W. H. King Drug Co.	Raleigh, N. C.
Steward, A. C.	Young Rubber Co.	Apt. 1-C Colonial Hall, Norfolk, Va.
Stolz, David	Joe Lowe Corp.	601 W. 26th St., New York, N. Y.
Stone, M. W.	H. B. Hunter Co.	Box 703, Charlotte, N. C.
Stovall, F. A.	Abbott Laboratory	515 N. Hyde Park Ave., Durham, N. C.
Summers, P. E.	Dixie-Vortex	1206 Myrtle Ave., Charlotte, N. C.
Taylor, Herbert	S. E. Massengill Co.	Williamston, N. C.
Tilley, E. C.	B. C. Remedy Co.	Durham, N. C.
Toms, V. L.	R. R. Bellamy and Sons	1505 Pine St., Lumberton, N. C.
Torrence, W. H.	John Wyeth and Bros.	117 N. Fox St., Charlotte, N. C.
Treadwell, J. E.	Colgate-Palmolive Peet Co.	Raleigh Apts. U-9, Raleigh, N. C.
Troutman, C. A.	Mills Novelty Co.	Box 506, Salisbury, N. C.
Tucker, R. E.	Southern Dairies	Charlotte, N. C.
Vail, H. D.	Yardley	Pinehurst, N. C.
Van Every, P. L.	Lance Packing Co.	Charlotte, N. C.
Van Horn, H. W.	Norris Candy Co.	912 Olive St., Greensboro, N. C.
Vick, J. G.	Parke, Davis and Co.	Wilson, N. C.
Wade, C. B.	Merritt Chemical Co.	1507 Spring Garden, Greensboro, N. C.
Wade, M. W.	Norwich Pharmacal Co.	Nashville, Tenn.
Warlick, C. M.	Robert M. Green and Sons	Lynch St., Durham, N. C.
Waters, J. N.	Agfa Films	710 Walnut St., Charlotte, N. C.
Watson, H. P.	O'Hanlon Watson Drug Co.	Winston-Salem, N. C.
Watts, R. M.	W. H. King Drug Co.	226 Third St., Cheraw, S. C.
Waugh, T. B.	Justice Drug Co.	Greensboro, N. C.
Wear, Joe	Richard Hudnut Co.	Box 2101, Charlotte, N. C.
Weatherford, J. A.	Peabody Drug Co.	Durham, N. C.
Wheeler, Dan	Lily-Tulip Cup Co.	1301 Queen Rd., W. Charlotte, N. C.
White, P. D.	George W. Lift Co.	4334 Chamberlayne Ave., Richmond, Va.
White, R. L.	Mallinckrodt Chemical Works	440 Washington St., Gainesville, Fla.
Whitfield, R. F.	J. M. Mathes Co.	Durham, N. C.
Williams, F. J.	W. H. King Drug Co.	1302 Broad St., Durham, N. C.
Williamson, C. E.	R. R. Bellamy and Sons	97 Craven St., New Bern, N. C.
Wilson, Wilbe	Coca-Cola Bottling Co.	Box 1226, Charlotte, N. C.
Winne, A. W.	Mallinckrodt Chemical Works	5100 Devonshire Rd., Richmond, Va.
Wolfe, B. H.	Parke, Davis Co.	Box 1037, Burlington, N. C.
Wyrick, P. L.	Lance Packing Co.	Charlotte, N. C.
Yates, E. W.	Capudine Chemical Co.	Raleigh, N. C.

THE WOMEN'S AUXILIARY

OFFICERS

MRS. C. C. FORDHAM, JR., Greensboro.....*President*
MRS. PHILIP VAN EVERY, Charlotte.....*First Vice-President*
MRS. PHIL D. GATTIS, Raleigh.....*Second Vice-President*
MRS. T. G. CRUTCHFIELD, Greensboro.....*Secretary-Treasurer*
MRS. D. D. HOCUTT, Henderson.....*Parliamentarian*
MRS. M. L. JACOBS, Chapel Hill.....*Historian*

MEMBERS

(List supplied by the Secretary)

AHOSKIE
Mrs. R. R. Copeland

ANGIER
Mrs. W. R. Adams

APEX
Mrs. A. V. Baucom

ASHEBORO
Mrs. Roy Reaves

ASHEVILLE
Mrs. Q. T. Bilbro
Mrs. Lloyd Jarrett
Mrs. G. W. Matthews
Mrs. F. A. Powell
Mrs. G. A. Sheider

BELMONT
Mrs. J. L. Robinson

BURLINGTON
Mrs. C. M. Andrews
Mrs. Joe P. Barbour
Mrs. E. L. McAdams
Mrs. J. I. White

CHAPEL HILL
Mrs. J. G. Beard
Mrs. H. M. Burlage
Mrs. Carl Durham
Mrs. M. L. Jacobs
Mrs. H. C. McAllister
Mrs. I. W. Rose
Mrs. W. J. Smith

CHARLOTTE
Mrs. L. E. Barnhardt
Mrs. J. G. Barnette
Mrs. H. L. Bizzell
Mrs. J. I. Campbell
Mrs. John K. Civil
Mrs. W. R. Dixon
Mrs. Philip Van Every
Mrs. E. H. Hemmle
Mrs. Henry Marston
Mrs. A. B. Morgan
Mrs. J. L. Sisk
Mrs. C. H. Smith

CHERRYVILLE
Mrs. H. H. Allen

CLINTON
Mrs. R. J. Darden

CONCORD
Mrs. E. L. Hicks

DURHAM
Mrs. G. D. Booth
Mrs. D. L. Boone
Mrs. F. L. Furr
Mrs. Frank Harris
Mrs. Charles L. Haywood
Mrs. Hunter Kelly
Mrs. J. R. King
Mrs. J. F. Lyon
Mrs. A. H. McDonald
Mrs. A. E. Millis
Mrs. W. B. Morgan
Mrs. Ralph Rogers
Mrs. J. B. Threatt

DUNN
Mrs. C. R. Butler

ELKIN
Mrs. O. K. Richardson

FAIRMONT
Mrs. Paul Thompson

FAYETTEVILLE
Mrs. Herbert White

FUQUAY SPRINGS
Mrs. W. W. Johnson

GASTONIA
Mrs. G. R. Ratchford

GRAHAM
Mrs. A. K. Hardee
Mrs. Curtis Wrike

GREENVILLE
Mrs. W. C. Hollowell

GREENSBORO
Mrs. B. C. Brown
Mrs. C. V. Cagle
Mrs. R. W. Coble
Mrs. D. E. Compton
Mrs. T. C. Crutchfield
Mrs. J. L. Davis
Mrs. C. C. Fordham, Jr.
Mrs. D. F. Hayes
Mrs. P. A. Hayes
Mrs. J. S. Howerton
Mrs. S. L. Jones
Mrs. N. B. Moury
Mrs. G. W. Neister
Mrs. Wm. Rigsby
Mrs. D. L. Shreve
Mrs. F. B. Singletary
Mrs. Ralph Sykes
Mrs. T. B. Waugh

HENDERSON
Mrs. Ruby Faulkner
Mrs. D. D. Hocutt

HENDERSONVILLE
Mrs. W. L. Harper

HICKORY
Mrs. W. R. McDonald, Jr.

HIGH POINT
Mrs. E. R. Anderson
Mrs. A. C. Cecil
Mrs. D. A. Dowdy
Mrs. Robert Garland, Jr.
Mrs. A. A. Koonts
Mrs. C. A. Ring, Sr.
Mrs. C. A. Ring, Jr.
Mrs. Rufus Russell

KINSTON
Mrs. J. C. Hood

LENOIR
Mrs. J. G. Ballew
Mrs. E. H. Tate

LUMBERTON
Mrs. J. C. Jackson

MARION
Mrs. E. P. Crawford
Mrs. Guy S. Kirby, Jr.

MOUNT HOLLY
Mrs. W. F. Holland

MORGANTON
Mrs. Y. E. Spake

NASHVILLE
Mrs. W. C. Ferrell

OXFORD
Mrs. L. R. Creech

RALEIGH
Mrs. R. I. Cromley
Mrs. O. J. Daniel
Mrs. H. I. Gattis
Mrs. Phil Gattis
Mrs. M. B. Melvin
Mrs. A. D. Pollard
Mrs. K. P. Rodgers

ROCKY MOUNT
Mrs. Gamble Bowers

ROXBORO
Mrs. Clement Byrd
Mrs. E. E. Thomas

THOMASVILLE
Mrs. E. L. Webb

WARSAW
Mrs. B. C. Sheffield

WENDELL
Mrs. W. R. Nowell

WILLIAMSTON
Mrs. D. R. Davis

WILMINGTON
Mrs. L. A. Warren, Jr.

WILSON
Mrs. Paul Bissette

WINSTON-SALEM
Mrs. Leon Cahill
Mrs. A. L. Fishel
Mrs. John Tilley
Mrs. H. P. Watson
Mrs. Sam Welfare
Mrs. C. R. Wheeler

NORTH CAROLINA BOARD OF PHARMACY

Members and Organization, 1941-1942

COMMISSIONED BY HIS EXCELLENCY, THE GOVERNOR OF NORTH CAROLINA

E. V. Zoeller, Tarboro.....Term expires April 28, 1942
R. A. McDuffie, Greensboro.....Term expires April 28, 1943
F. W. Hancock, Oxford.....Term expires April 28, 1944
J. G. Ballew, Lenoir.....Term expires April 28, 1945
M. B. Melvin, Raleigh.....Term expires April 28, 1946

PRESIDENT

Edward V. Zoeller.....Tarboro

SECRETARY-TREASURER

F. W. Hancock.....Oxford

ATTORNEY

F. O. Bowman.....Chapel Hill

Board of Pharmacy Examinations

The next meeting of the North Carolina Board of Pharmacy for the examination of candidates to practice pharmacy will be held at Chapel Hill, November 12, 1941, at 9 A. M. November 1, 1941, is the last day that you can file application.

(Signed)

F. W. Hancock
Secretary-Treasurer.

SIXTIETH ANNUAL REPORT

OF THE

NORTH CAROLINA BOARD OF PHARMACY

LETTER OF TRANSMISSAL

Oxford, N. C.,
June 1, 1941.

To His Excellency,
Governor J. Melville Broughton,
Raleigh, N. C.

SIR:

In compliance with Section 6654 of the Consolidated Statutes of North Carolina, I have the honor to submit to your Excellency and the North Carolina Pharmaceutical Association a report of the proceedings of the North Carolina Board of Pharmacy for the year ending May 31, 1941.

Meetings

During the year two meetings of the Board were held, both at Chapel Hill, North Carolina. These were held June 18 and 19, 1940, and November 19 and 20, 1940; the first meeting being the annual meeting.

At the June meeting of the Board, Mr. J. G. Ballew of Lenoir, North Carolina, presented his commission from the Governor as a member of the Board for a term of five (5) years, from April 28, 1940. Attached thereto was the oath of office taken before the Clerk of Superior Court of Caldwell County. He re-entered upon the duty of the office.

Examinations

Two examinations were held during the year in June and November, both in the Howell Hall of Pharmacy, Chapel Hill, N. C. The following pharmacists were successful and were registered and licensed.

GRADUATES IN PHARMACY

(Twenty-one (21) in number)

Brown, E. T.	Durham
Chandley, Albert Brookshire	Asheville
Dixon, Henry Edwards	Elkin
Futrell, Clyde Loraine	Walstonburg
Gaddy, Elias Patrick	Rockingham
Goodwin, Malcolm Noyes	Raleigh
Holden, Altajane	Chapel Hill
Lloyd, Allen Alexander	Hillsboro
Lorek, Leopold Andrew	Rocky Mount
McFalls, Charles Daniel	Greensboro
McFalls, Samuel Woodrow	Greensboro
McNeill, John Albert	Whiteville
Minton, Solon Scott	Elkin
Pike, Jesse Miller	Concord
Plemmons, Donald Alton	Asheville
Proctor, William Vinson	Durham
Rand, Thomas Reid, Jr.	Raleigh
Senter, Lloyd Morgan	Carrboro
Smith, Leon Wriston	Kannapolis
Stevens, Mac Watson	Lillington
Varner, Sebron Edward, Jr.	Brevard

ASSISTANT PHARMACISTS

Taking Pharmacists examination

Ten (10) in number

Barringer, Harry Alexander	Salisbury
Browning, Alton Cain	Greensboro
Cable, Maurice LeRoy	Asheville
Cox, Rupert	Raleigh
Miller, Paul Wilburn	Salisbury
Purcell, Samuel Mitchell, Jr.	Salisbury
Rimmer, Helen Bell	Charlotte
Russell, Thomas Wayne	High Point
Savage, Matthew Council	Rocky Mount
Walters, Alonzo Kennedy	Burlington

Inspection Work

It has been very gratifying to our Board to be able to have two Inspectors in the field for the entire year just past. These were Mr. H. C. McAllister and Mr. W. J. Smith. I am glad to say that Mr. Smith's employment was brought about through a joint conference of the Executive Committee of the Association and the Board of Pharmacy. Upon the election of Mr. Smith as Secretary-Treasurer of the Association and Editor of the CAROLINA JOURNAL OF PHARMACY to succeed Dean J. G. Beard, who had resigned, an agreement was made with the Board of Pharmacy that if Mr. Smith was

elected to these positions and would be permitted to give one half of his time to the inspection work of the Board that the Board would pay one half of his salary, payable monthly, for the entire year. This has been done and he commenced that work July 1, 1940, and we hope to be able to make the same arrangements for the year following in the hope that in another year the revenue of the Association and JOURNAL may be adequate to its needs without help from the Board. The expenses for inspection work during this year have amounted to about $5,000.00.

I wish to compliment the work done by both of our Inspectors, especially in the enforcement of the Pharmacy Laws. I ask you please to read carefully their reports incorporated in mine.

It will be the duty of these Inspectors during this year to devote more time to the inspection of the prescription departments in all the drug stores of the State and especially those managed by permitted physicians in towns of 500 inhabitants or less, to see whether they are legally run, by January 1, 1942, to the intent that if any of them are not they shall be removed from the registered list.

The Board adopted an equipment list required for every drug store registered in the State, which went into effect January 1, 1941.

The National Association of Boards of Pharmacy requested that every State Board of Pharmacy have its Inspectors investigate its army camps. Mr. McAllister made this investigation in our State and made a report to Secretary Christensen which was highly complimented by him.

ANNUAL REPORT OF H. C. McALLISTER, ASSISTANT INSPECTOR OF THE NORTH CAROLINA BOARD OF PHARMACY

May 1, 1940 to May 1, 1941

504B North Street,
Chapel Hill, N. C.,
May 1st, 1941.

To the Members of
The North Carolina Board of Pharmacy:

I have the honor to submit herewith a summary of inspection work from May 1st, 1940 to May 1st, 1941. I have made inspections of 1,150 establishments in 285 towns. These inspections covered the following types of businesses and establishments:

Retail Drug Stores	1,094
Soda Shops	15
Grocery Stores	12
Wholesale Drug Houses	8
Hospitals	2
Doctors' Offices	2
Remedy Manufacturers	2
Cafe	1
Herb Specialist	2
Military Post	1
Miscellaneous	11

Correction of several flagrant violations of some years' standing was secured by suit brought by the North Carolina Board of Pharmacy in the name of the North Carolina Pharmaceutical Association. There is one such suit now pending in the courts. Other less flagrant violations have been remedied without resort to the courts. The apparent shortage of registered pharmacists interferes to some extent with the enforcement program. However, it is proceeding satisfactorily and I can report a more general conformity to the laws governing the practice of pharmacy than at any time in the past four years.

Compliance to the requirements of the Federal and State Food, Drug and Cosmetic Acts and regulations promulgated thereunder is not satisfactory at the present time but this is due to the lack of reliable information on this subject resulting from the inability of the Department of Agriculture to secure funds for its enforcement. It is hoped that the Governor will see fit to make such finance available for this purpose out of his special fund.

I have placed twelve Poison, Hypnotic and Exempt Narcotic Preparations Registers. Observance of the act governing the sale of Barbituric Acid preparations is unsatisfactory. Regulations under the Food, Drug and Cosmetic Act which were later rescinded or not enforced have created a great deal of confusion. As much as possible is being done to clear up this state of confusion. There is an urgent need for much work to be done in connection with the Food, Drug and Cosmetic Act which will automatically improve the Barbituric Acid situation.

For the past several years it has been the custom for the inspectors to promote the interest of the North Carolina Pharmaceutical Association as far as possible. In this connection I have collected $906.00 and secured twenty-one new members. About thirty days all told were spent in promoting and assisting with the Commercial Clinics and the Retail Drug Institute, both of which are sponsored by the North Carolina Pharmaceutical Association.

Investigations have been made of some herb specialist or other quacks and will be continued, perhaps in cooperation with the North Carolina Medical Society and the North Carolina Department of Public Health. These cases are rather frequent and some are of a serious nature. It is felt that by working with the above-mentioned organizations a better spirit of cooperation will be fostered between them and the Board of Pharmacy as well as the Pharmaceutical Association.

Respectfully submitted,
H. C. McALLISTER,
Assistant Inspector.

ANNUAL REPORT OF WILLIAM JULIUS SMITH ASSISTANT INSPECTOR OF THE NORTH CAROLINA BOARD OF PHARMACY

May 1, 1940 to May 1, 1941

Drawer 151,
Chapel Hill, N. C.,
May 1, 1941.

To the Members of
The North Carolina Board of Pharmacy:

I have the honor to submit herewith my report of inspection work from May 1, 1940 to May 1, 1941.

During the past year my work for the North Carolina Board of Pharmacy may be classified into two periods: (1) May 1, 1940 to July 1, 1940 and (2) July 1, 1940 to May 1, 1941. For the first three-month period my time was devoted exclusively to inspection work for the Board following which, upon assuming the duties of Secretary-Treasurer of the North Carolina Pharmaceutical Association and Managing Editor of the CAROLINA JOURNAL OF PHARMACY on July 1, 1940, I devoted part time to the duties of this office.

Although failing in an effort to visit every drug store in the State, a total of 764 or approximately 85% of the total number of drug stores in North Carolina were contacted during the year. In order to visit this number of establishments it was necessary to travel 14,654 miles.

The North Carolina Board of Pharmacy, actively co-operating with the Buncombe County Medical Society, successfully closed the A. J. Goforth case of West Asheville during the May 1940 term of the Buncombe County Superior Court. The bill of indictment charged Goforth with:

(1) "Selling proprietary medicines or remedies purporting to cure cancer or other diseases for which no cure has been found."

(2) "Unlawfully and willfully prescribing, selling or giving away medicine and remedies for the treatment of a person afflicted with a venereal disease, and did fail to make any report thereof" as required by statute.

(3) "Practicing or attempting to practice medicine or surgery without a state license."

(4) "Practicing or attempting to practice medicine without registering and obtaining a certificate from the clerk of superior court."

After a trial lasting three days the defendant was found guilty as indicated in the following judgment handed down by the Honorable Wilson Warlick, Presiding Judge:

State of North Carolina,
County of Buncombe

In the Superior Court

State
vs.
A. J. Goforth, Defendant } *Judgment*

The foregoing case coming on for judgment at the regular June, 1940, term of the Superior Court of Buncombe County on a conviction at the May, 1940, regular term as appears in the minutes, continuance for judgment having been asked by counsel for the defendant in open court, without prejudice, and being agreed to by the Solicitor, the matter of the continuance for judgment being embraced in the minutes of the Superior Court of Buncombe County, the judgment of the Court is that the defendant on the verdict of the jury in the case under Section 6622 of the Consolidated

Statutes, entitled Practicing Without License and upon a bill drawn under Section 6623 entitled Practicing Without Registration, and the two counts being consolidated for the purpose of judgment, it is

Ordered and adjudged that the defendant be confined in the common jail of Buncombe County and assigned to the State Highway and Public Works Commission for two years. The foregoing sentence of imprisonment is suspended for a period of five (5) years on the following conditions:

1. That the defendant pay the costs of the action as taxed by the Clerk of the Superior Court of Buncombe County, $209.00.

2. That he be and remain continually of good behavior.

3. That he desist and cease entirely from in anywise concocting any preparations made from herbs or other substances and when concocted by him to be used in anywise in giving away or selling to any person for any character of treatment whatsoever, at any place in North Carolina.

4. That he desist and cease from all advertising looking toward notifying the public by any means whatsoever that he possesses any qualifications or preparations or any properties that might in anywise be used by anyone in the cure of any supposed or genuine human ailment, at any place in North Carolina.

5. That he dismantle entirely any laboratory, or said to be laboratory, shelving or said to be shelving, and immediately destroy any bottles and labels, cuts, booklets, letterheads, leaflets, etc., containing any contents which have heretofore been used by him in any way in putting so-called preparations on the market for sale or giving away to any third person, at any place in North Carolina.

6. That he immediately remove from about his premises any signs, billboards or other indicata of any means or character whatsoever that would tend to show that at that place any preparations of any kind can be administered by being sold or given away which would be of any value to any supposed or genuine human ailment.

7. That he cease and desist immediately from holding himself out as one who has any abilities other than the lay abilities looking toward the cure of any ailment whatsoever, in any town or county in North Carolina.

8. That he desist entirely from holding himself out as one holding license to manufacture, dispense or prepare any sort of herb compounds or medical properties of whatsoever or kind for sale or to give away.

9. That he at no time during the period of suspension take out license as an herb specialist or any character of license that might directly or indirectly have the treatment of a human being in mind.

10. That he surrender such license as he has, which is a license issued under the Revenue Measure to the State of North Carolina and that he not therein ask for any rebate on account of the intervening time the license is not to be used.

11. That he apply himself to an honest avocation.

If it should be made to appear that the defendant has breached any of these conditions during the period of suspension, capias to issue to put into effect the sentence suspended, all on motion of the Solicitor in open court.

Immediately following the Goforth case, W. T. Hyams of Bryson City was indicted for operating the Hyams Drug Company of that city without having first secured a drug store permit from the North Carolina Board of Pharmacy and for failure to keep a registered pharmacist on duty in the store. A True Bill was returned by the Grand Jury following which the presiding judge, after all evidence had been presented, found the defendant guilty and ordered him to immediately comply with all the regulations governing the operation of a drug store as well as to pay all costs of the case.

After July 1, with the exception of two trips to western North Carolina, most of my time was spent in Raleigh on legislative matters or in visiting druggists in eastern North Carolina. While on these trips to the eastern section of the State, either Mr. H. C. McAllister of the Board of Pharmacy or Mr. Joe Hollingsworth, President of the N. C. P. A., accompanied me.

For the splendid cooperation of Secretary-Treasurer, F. W. Hancock, the members of the N. C. Board of Pharmacy, and Assistant Inspector H. C. McAllister, I am deeply grateful.

Respectfully submitted,
W. J. SMITH,

PHARMACISTS RE-REGISTERED

Abernethy, J. G.	1907	Elkin
Barker, W. B.	1898	Greensboro
Biggs, W. H.	1905	Williamston
Bridger, E. B.	1919	Marion
Connell, J. P. B.	1930	Durham
Dudley, W. G., Jr.	1935	Reidsville
Gaddy, H. M.	1909	Charlotte
Hackney, R. P.	1897	Marshall
Hall, I. B., Jr. (col.)	1928	Winston-Salem
Herndon, M. D.	1904	Charlotte
Hudson, J. P.	1926	Mooresville
Le Boo, P. S. (col.)	1903	Wilmington
Le Gette, J. S.	1935	Asheville
Mattocks, A. M.	1910	Greensboro
McArthur, R. M.	1908	Winston-Salem
McDaniel, P. L.	1930	Washington, D. C
Mullen, L. S.	1912	Asheville
Nelson, J. B.	1929	Albemarle
Nelson, S. G.	1920	Beaufort
Rogers, Marie	1932	Chicago, Ill.
Zuckerman, I. L.	1940	Greensboro

PHYSICIANS

Living in Towns of 500 Inhabitants or Less to Whom Permits were Granted to Conduct Drug Stores

Nine (9) in number

Dalton, W. B.	Stokesdale	Guilford County
Dawson, W. E.	Hookerton	Greene County
Eagles, C. S.	Saratoga	Wilson County
Finney, J. R.	Boonville	Yadkin County
Hayes, J. W.	Shallotte	Brunswick County
Moore, E. V.	Grover	Cleveland County
Staton, S. R.	Hayesville	Clay County
Vassey, Thomas	Trenton	Jones County
Weathers, R. R.	Knightdale	Wake County

WOMEN PHARMACISTS

Seventeen (17) white and four (4) colored

Barber, Miss Ernestine Ray	Williamston
Barnhill, Miss Mabel	Bethel
Bryant, Miss Nan	Tarboro
Bullock, Miss Blanche Jarvis	Reidsville
Burrus, Miss Blanche Evelyn	Canton
Bush, Miss Jean	Clinton
Bush, Miss June	Clinton
Caudill, Mrs. Altajane Holden	Elizabethton, Tenn.
Cox, Miss Clarice C.	Greensboro
Duguid, Miss Helen Williams	Orlando
Gardner, Mrs. W. K.	Charlotte
Greyer, Mrs. Joe W.	Morganton
McCarn, Mrs. L. W.	Kannapolis
McConnell, Miss Ethel	Newton
Mitchener, Mrs. J. A., Jr.	Edenton
Rimmer, Mrs. Helen Bell	Sanford
Willis, Mrs. B. Averitt	Fayetteville

Colored

Easley, W. V.	Whiteville
Henry, Mary H.	Snow Hill
Pearson, M. E.	Durham
Thompson, Nettie Mae	Snow Hill

The Beal Membership Prize

Mr. Jesse M. Pike, of Concord, North Carolina, having made the highest average, 90%, of all candidates taking our examinations June and November, 1940, won the Beal Membership Prize.

North Carolina Board of Pharmacy Business Order

Roll call and pro tem. appointments.
Reading and approving minutes.
Miscellaneous communications.
Reports of officers and committees.
Special orders.
Unfinished business.
New business.
Choosing place and time of next meeting.
Adjournment.

SUMMARY

Pharmacists

Registered by Examination (Graduate)	21
Total Registered	1,176

Assistant Pharmacists

Registered as Pharmacists by Examination	10
Total Registered	40

Physicians Holding Permits

To Conduct Drug Stores in Towns of 500 or Less Issued During the Year	9
Total Holding Permits	65

Colored Pharmacists

Registered and Operating Drug Store	25

Women Pharmacists

17 White and 4 Colored, Total	21
Deaths	23

Drug Stores

Total Number Registered	878

I respectfully submit the receipts and expenditures for the current year as follows:

FINANCIAL REPORT

North Carolina Board of Pharmacy in Account with F. W. Hancock, Secretary-Treasurer

RECEIPTS

From June 1, 1940, to May 31, 1941

1940		
May 9—By Balance on Hand		$12,020.68
By Candidates Taking Examinations June and November, 1940		570.00
1941		
May 31—Amount received from Renewal License Pharmacists		5,665.00
May 31—By amount received from Renewal License Assistants		225.00
May 31—By amount received from Physician's Renewal Permits		330.00
May 31—By amount received from Renewal Drug Store Permits		864.00
May 31—By amount received from Re-registered Pharmacists		260.00
May 31—By amount received from Registration and Re-registration Fees Pharmacists by reciprocity		175.00
May 31—By amount received from Physician's Registration Fees		70.00
May 31—By amount received from Unpaid Checks		10.00
May 31—By amount received from Registration of Drug Stores from May, 1940, to January 1, 1941		49.00
May 31—By Interest		146.72
		$20,385.40

In Memoriam

They are passing away, the friends of old
Like leaves on the current cast,
With never a break in the rapid flow—
We watch them as one by one they go
Into the dreamland of the past.

T. E. AUSTIN.....Roxboro
DR. A. M. BENNETT.....Bryson City
C. L. CANNON.....Ayden
GILBERT CRABTREE.....Raleigh
R. Y. DEITZ.....Tampa, Fla.
V. W. B. ELKINS.....Graham
A. L. GLENN.....Derita
W. R. HAMBRICK.....Roxboro
R. L. HART.....Southern Pines
W. A. LILES.....Durham
DEV. K. MEDFORD.....Clyde
E. E. MOORE.....Granite Falls
J. E. MULL.....Winston-Salem
R. L. REINHEARDT.....Forest City
J. G. ROBERSON.....Hertford
W. P. ROGERS.....Durham
H. C. ROSS.....Winston-Salem
F. M. SEAGLE.....Charlotte
CASPER SMITH.....Wilson
S. M. TURNER.....Burlington
B. W. WALKER.....Spring Hope
J. A. WHITE.....Mooresville
JOHN ALBERT WHITE.....Jonesboro

EXPENDITURES

From June 1, 1940, to May 31, 1941

To Amount Paid:	
Salaries, Rent and Stenographic Aid	$ 2,700.00
Inspection Work	4,871.62
Board, Expense and Per Diem	848.43
Printing	464.20
Postage	215.02
Telephone and Telegrams	74.93
Attorney Fees	285.00
Miscellaneous	158.37
	$ 9,617.57
To Balance on Hand, Cash and Securities May 7, 1941	10,767.83
	$20,385.40

The above Financial Report as per order of the Board of Pharmacy was audited by a Certified Public Accountant, whose report follows:

To the Officers & Members of the
North Carolina Board of Pharmacy:

Gentlemen:

Pursuant to engagement, we have made an audit of the financial records of Mr. F. W. Hancock, Secretary and Treasurer of the North Carolina Board of Pharmacy for the period from May 2, 1940, to May 7, 1941, and find all Receipts as entered in his books properly accounted for. Disbursements for the period are correctly entered in his books and are supported by paid vouchers on file.

The Balance of $10,767.83 at May 7, 1941, consists of the following:

CASH IN BANKS:		
Oxford National Bank	$2,435.06	
Union National Bank	2,155.81	$ 4,590.87
CLAIM AGAINST CLOSED BANK:		
First National Bank of Granville		226.96
INVESTMENTS:		
Certificate of Deposit, 2%— Oxford Nat'l. Bank, dated 2-5-41	3,500.00	
Note & Mortgage of J. A. Williams, dated 10-1-32, secured by deed of trust to J. A. Taylor, Trustee	2,450.00	5,950.00
TOTAL BALANCE MAY 7, 1941		$10,767.83

The Cash in Banks was reconciled and verified by confirmation obtained from the depositories. The Claim Against Closed Bank was also verified. The Certificate of Deposit and Note and Mortgage were inspected.

The fidelity bond in the amount of $5,000.00 for the Secretary & Treasurer, in the custody of the President, has been continued.

The records are, as usual, in good condition and no difficulty was experienced in the verification thereof.

Respectfully submitted,
R. L. PRICE,
Certified Public Accountant.

List of Registered Pharmacists

REVISED JUNE 1, 1941

Please notify the Secretary promptly of any change in address

A

1. Abernethy, J. G. 1907 Elkin
2. Adams, J. L. 1903 Gastonia
3. Adams, E. C. 1908 Gastonia
4. Adams, R. McC. 1915 LaGrange
5. Adams, E. E. 1924 Lincolnton
6. Adams, W. R. 1933 Angier
7. Adams, W. J. 1929 Murphy
8. Ahrens, A. G. 1902 Wilmington
9. Aiken, J. H. 1914 Biltmore
10. Aiken, L. W. 1916 Asheville
11. Alderman, J. L. 1923 Wilmington
12. Alexander, O. T. 1910 Waynesville
13. Allen, C. H. 1916 Winston-Salem
14. Allen, H. H. 1915 Cherryville
15. Anderson, J. M. 1911 New Bern
16. Andrews, C. M. 1907 Burlington
17. Andrews, W. T. 1917 Goldsboro
18. Andrews, J. P. 1913 Winston-Salem
19. Andrews, W. A. 1932 Raleigh
20. Armstrong, W. E. (col.) 1922 Rocky Mount
21. Arnold, B. D. 1933 Cary
22. Arps, P. M. 1916 Plymouth
23. Arps, E. G. 1921 Plymouth
24. Ashford, A. J. 1901 Kinston
25. Austin, B. N. 1928 Shelby

B

26. Bailey, L. A. 1914 Charlotte
27. Bain, J. D. 1924 Clayton
28. Baker, W. P. 1921 Raeford
29. Baker, J. L. 1927 Nashville
30. Ballance, G. H. 1929 Alexandria, Va.
31. Ballew, J. G. 1902 Lenoir
32. Barber, Ernestine R. 1939 Williamston
33. Barbour, J. P. 1928 Burlington
34. Barefoot, L. G. 1931 Canton
35. Barger, C. N. 1928 Oakboro
36. Barker, W. B. 1898 Greensboro
37. Barnhardt, M. R. 1928 Rockwell
38. Barnhill, W. L. 1912 Wilson
39. Barnhill, Mabel 1906 Bethel
40. Barnes, B. S. 1903 Kinston
41. Barnwell, W. C. 1930 Danville, Va.
42. Barrett, R. E. 1917 Burlington
43. Barringer, H. A. 1940 Salisbury
44. Basart, J. M. 1938 Greenville
45. Baucom, A. V. 1905 Apex
46. Beard, J. G. 1908 Chapel Hill
47. Beavans, W. E. 1901 Enfield
48. Beddingfield, E. T. 1913 Clayton
49. Beddingfield, C. H. 1917 Clayton
50. Bell, F. R. 1912 Beaufort
51. Bell, H. C. 1930 Spindale
52. Bell, L. R. 1936 Raleigh
53. Bender, W. M. K. 1928 Fayetteville
54. Bennett, K. E. 1912 Bryson City
55. Benson, E. S. 1916 Wilmington
56. Bernard, Germain 1894 Durham

57. Best, J. H.....1923 Greensboro
58. Betts, J. A.....1916 St. Pauls
59. Biddy, O. D.....1925 Asheville
60. Biggs, W. H.....1905 Williamston
61. Bilbro, Q. T.....1916 Asheville
62. Bingham, W. H.....1916 Concord
63. Birmingham, J. S.....1912 Hamlet
64. Bizzell, H. L.....1920 Charlotte
65. Black, B. B.....1921 Cleveland
66. Black, F. L.....1928 Charlotte
67. Blades, M. W.....1926 Apex
68. Blair, R. K.....1893 Charlotte
69. Blanton, C. D.....1926 Kings Mountain
70. Blauvelt, W. H.....1904 Asheville
71. Blue, D. A.....1926 Carthage
72. Boaz, R. J.....1915 Greensboro
73. Bobbitt, A. B.....1919 Winston-Salem
74. Bobbitt, L. M.....1917 Winston-Salem
75. Bobbitt, H. F.....1934 Glen Alpine
76. Bolton, R. B.....1931 Rich Square
77. Bonner, Brem.....1913 Hickory
78. Bonner, Robert.....1916 Valdese
79. Boon, W. J.....1904 Mount Olive
80. Boone, D. L.....1905 Durham
81. Boone, J. T.....1913 Mebane
82. Bowman, C. E.....1938 Hickory
83. Boyce, J. B., Jr.....1915 Warrenton
84. Boyd, S. B.....1939 Sanford
85. Boysworth, E. G.....1928 Warsaw
86. Bradley, J. P.....1908 Greensboro
87. Bradshaw, E. L.....1928 Kinston
88. Bradsher, W. D.....1909 Oxford
89. Brady, C. A. (1925).....1911 Hickory
90. Brame, P. A.....1937 No. Wilkesboro
91. Brame, P. J., Jr.....1918 No. Wilkesboro
92. Brame, R. M.....1901 No. Wilkesboro
93. Brame, M. M., Jr.....1933 Durham
94. Brantley, J. C.....1899 Raleigh
95. Brantley, P. C.....1914 Wendell
96. Brantley, J. C., Jr.....1930 Raleigh
97. Bretsch, Albert.....1908 Southern Pines
98. Brewer, S. O.....1914 West Durham
99. Bridger, E. B.....1919 Marion
100. Brinkley, J. H.....1912 New Bern
101. Bristow, E. B.....1922 Rockingham
102. Brodie, T. L.....1928 Burlington
103. Brooks, F. G.....1921 Siler City
104. Brookshire, G. E.....1917 West Asheville
105. Brookshire, L. P.....1924 West Asheville
106. Brown, E. T.....1940 Durham
107. Brown, E. E.....1939 Greenville
108. Brown, J. D.....1904 Garner
109. Brown, B. C.....1931 Greensboro
110. Brown, H. G.....1936 Hillsboro
111. Brown, J. K.....1912 Greenville
112. Browning, A. C.....1940 Greensboro
113. Browning, B. H.....1908 Littleton
114. Browning, D. B.....1929 Rocky Mount
115. Bruce, T. M.....1939 Hot Springs
116. Bryan, W. D.....1904 Tarboro
117. Bryan, R. B.....1926 Asheville
118. Buchanan, E. C.....1938 Kinston
119. Buchanan, E. W.....1933 Burlington
120. Buchanan, R. A.....1934 Greensboro
121. Buffalo, J. M.....1919 Raleigh
122. Bühmann, W. L.....1905 Biltmore
123. Bullard, R. E.....1937 Clinton
124. Bullock, P. J.....1939 Reidsville
125. Bunch, L. E.....1933 Aulander
126. Burgiss, T. R.....1925 Sparta
127. Burnett, B. J. (col.).....1911 Rocky Mount
128. Burnett, J. P.....1912 Whitakers
129. Burris, L. R.....1939 Cleveland
130. Burt, M. S.....1930 Durham
131. Burwell, W. A.....1912 Raleigh
132. Bush, Miss June.....1938 Clinton
133. Bush, Miss Jean.....1938 Clinton
134. Butler, A. B.....1916 Clinton
135. Bynum, C. W.....1928 Greenville
136. Byrd, Clement.....1903 Roxboro

C

137. Cable, M. LaR.....1940 Asheville
138. Cahoon, E. P.....1931 Columbia
139. Cain, L. D.....1921 Wilmington
140. Caldwell, P. G.....1914 Gastonia
141. Caldwell, E. L. (col.).....1939 Burlington
142. Cameron, J. H.....1938 Charlotte
143. Campbell, F. E.....1925 Hamlet
144. Campbell, H. T.....1916 Maiden
145. Campbell, R. B.....1917 Taylorsville
146. Canaday, W. A.....1898 Fayetteville
147. Canaday, W. H.....1915 Tabor City
148. Canaday, R. C.....1913 Four Oaks
149. Cannon, C. L.....1906 Ayden
150. Capps, E. U.....1938 Nashville
151. Cardell, J. C.....1929 Boston, Mass.
152. Carpenter, R. E.....1897 Shelby
153. Carroll, W. W.....1932 Dunn
154. Carswell, R. F.....1921 Winston-Salem
155. Carswell, A. P.....1926 East Durham
156. Carter, Samuel.....1905 Salisbury
157. Carter, Stamey.....1912 Salisbury
158. Cassel, A. S.....1914 No. Wilkesboro
159. Cate, A. S.....1896 Greensboro
160. Caudill, Mrs. Altajane H.....1940 Elizabethton, Tenn.
161. Causey, J. H.....1938 Winston-Salem
162. Cecil, A. C.....1923 High Point
163. Champion, H. O.....1925 Waynesville
164. Champion, H. C.....1926 Greenville
165. Chandley, Albert Brookshire.1940 Asheville
166. Chapman, D. S.....1907 Durham
167. Chapman, H. C.....1936 Durham
168. Chappell, J. C.....1914 Raleigh
169. Cheek, G. B.....1917 Durham
170. Cherry, J. L.....1909 Asheville
171. Cherry, W. C.....1910 Winston-Salem
172. Chesnutt, J. M.....1917 Clinton
173. Christian, J. B. (col.).....1939 Winston-Salem
174. Clapp, E. B.....1934 Newton
175. Clark, C. B.....1910 Williamston
176. Clark, W. A.....1926 Lynchburg, Va.
177. Clark, C. B., Jr.....1934 Williamston
178. Clark, S. G.....1934 Raleigh
179. Clayton, A. W., Jr.....1928 Durham
180. Cline, F. H.....1920 Charlotte
181. Cline, C. E.....1924 Asheville
182. Cline, H. E.....1913 Asheville
183. Cline, M. L.....1933 Black Mountain
184. Clodfelter, C. L.....1932 Durham
185. Cobb, J. L.....1921 Mount Olive

186. Coble, J. C.....1932 Winston-Salem
187. Cochrane, A. L., Jr.....1936 Jackson
188. Coleman, H. G.....1910 Durham
189. Compton, J. W.....1909 Salisbury
190. Connell, J. P. B.....1930 Durham
191. Cook, R. E. L.....1891 Tarboro
192. Cooke, H. M.....1904 Spencer
193. Cooke, H. M., Jr.....1939 Salisbury
194. Copeland, R. R.....1916 Ahoskie
195. Coppedge, J. W.....1906 Raleigh
196. Coppedge, J. B.....1912 Raleigh
197. Cornwell, A. H.....1937 Lincolnton
198. Cornwell, G. T.....1934 Morganton
199. Costner, B. P.....1908 Lincolnton
200. Council, C. T.....1906 Durham
201. Cox, M. H.....1909 Asheville
202. Cox, Miss C. C.....1932 Greensboro
203. Cox, Rupert.....1940 Raleigh
204. Crabtree, E. P.....1912 Statesville
205. Craig, W. F.....1925 Charlotte
206. Craig, L. B.....1938 Vass
207. Cranmer, J. B., M.D.....1893 Wilmington
208. Craven, C. H.....1912 W. Asheville
209. Crawford, E. P.....1911 Marion
210. Crawford, H. D.....1939 Black Mountain
211. Creech, J. L.....1938 Smithfield
212. Creech, L. R.....1935 Oxford
213. Creech, W. H.....1932 Selma
214. Crissman, U. F.....1933 Lexington
215. Crowell, C. M., Jr.....1937 Charlotte
216. Crumpler, L. H.....1934 Sanford
217. Crutchfield, T. G.....1920 Greensboro
218. Culbreth, Y. M.....1939 Hamlet
219. Culpepper, F. D.....1911 Louisburg
220. Curtis, R. H.....1926 Rowland
221. Curtis, J. R.....1928 Bessemer City

D

222. Dailey, J. F.....1921 Washington, D.C.
223. Dailey, R. I.....1915 Reidsville
224. Daniel, A. G.....1939 Burgaw
225. Daniel, E. C.....1913 Zebulon
226. Darden, R. J.....1938 Mount Olive
227. Davis, J. R.....1907 Marion
228. Davis, H. E.....1914 Andrews
229. Davis, J. W.....1914 Edenton
230. Davis, D. R.....1926 Williamston
231. Davis, C. V.....1921 Mount Airy
232. Davis, J. E.....1894 Knightdale
233. Davis, J. G.....1926 Spindale
234. Davis, K. W.....1913 Winston-Salem
235. Davis, M. L.....1939 Kinston
236. Dawson, B. T.....1909 Rocky Mount
237. Dawson, M. P.....1909 Rocky Mount
238. Dayvault, F. W.....1929 Lenoir
239. Deal, H. M.....1925 Lenoir
240. Dees, R. E. L.....1920 Wallace
241. Deitz, R. Y.....1907 Tampa, Fla.
242. Dever, J. H.....1938 Greensboro
243. Dill, G. W., Jr.....1927 Morehead City
244. Dillon, Henry Edwards.....1940 Elkin
245. Dinwiddie, P. H.....1914 Marshall
246. Dizor, M. E.....1917 Raleigh
247. Douglas, J. D. (col.).....1904 Henderson
248. Dowdy, D. A.....1917 High Point
249. Dudley, W. G., Jr.....1935 Reidsville
250. Duffy, H. B.....1938 New Bern
251. Dunn, R. A.....1881 Charlotte
252. Durham, C. T.....1917 Chapel Hill

E

253. Eason, C. W.....1909 Charlotte
254. East, J. S.....1911 Draper
255. Edwards, T. N.....1901 Charlotte
256. Edwards, S. M.....1917 Ayden
257. Edwards, O. C.....1921 Raleigh
258. Edwards, C. R.....1932 Kannapolis
259. Edwards, L. K., Jr.....1939 Stantonsburg
260. Eldridge, Julius.....1901 Greenville
261. Ellington, C. W.....1899 Winston-Salem
262. Ellington, R. A.....1904 Madison
263. Elliott, A. G.....1907 Fuquay Springs
264. Elson, J. R.....1938 Enka
265. Etheridge, S. B.....1909 Washington
266. Etheridge, S. G.....1911 Elizabeth City
267. Etheridge, T. J., Jr.....1920 Bailey
268. Eubanks, C. L.....1896 Chapel Hill
269. Eubanks, J. N.....1916 Greensboro
270. Evans, J. E.....1934 Marion

F

271. Farmer, W. F.....1934 Wendell
272. Farrell, R. D.....1917 Greensboro
273. Farrington, J. V.....1926 Hickory
274. Faucette, W. P.....1914 Youngsville
275. Faulconer, R. C.....1909 Burlington
276. Ferguson, J. S.....1928 Raleigh
277. Ferguson, H. Q.....1924 Randleman
278. Ferrell, W. C.....1920 Nashville
279. Fetzer, F. G.....1911 Wadesboro
280. Fields, J. T., Jr.....1917 Laurinburg
281. Finley, G. B.....1915 Marion
282. Fishel, A. L.....1915 Winston-Salem
283. Fisher, Lester.....1917 Statesville
284. Fitchett, C. E.....1916 Dunn
285. Fleming, C. H.....1913 Raleigh
286. Fordham, C. C., Jr.....1925 Greensboro
287. Fordham, C. M.....1909 Greensboro
288. Forrest, B. B.....1933 Hillsboro
289. Foster, Caney.....1912 Weldon
290. Foster, D. W.....1926 West Asheville
291. Foster, J. C. C.....1912 Tryon
292. Fowlkes, W. M.....1913 Enfield
293. Fox, H. S.....1937 Winston-Salem
294. Fox, C. M.....1906 Asheboro
295. Fox, L. G.....1901 Rockingham
296. Fox, J. H.....1939 Asheboro
297. Franklin, K. V.....1928 Raleigh
298. Franklin, O. E.....1897 Boone
299. Frieze, W. S.....1910 Concord
300. Fulenwider, Phifer.....1908 Raleigh
301. Fulghum, R. T.....1907 Kenly
302. Furr, F. L.....1921 Durham
303. Futrell, Clyde Loraine.....1940 Walstonburg
304. Futrelle, W. L.....1912 Wilmington

G

305. Gaddy, H. M.....1909 Charlotte
306. Gaddy, E. P.....1940 Charlotte
307. Gallaway, Rawley G.....1896 Raleigh
308. Galloway, A. E.....1937 High Point

309. Gamble, J. P.....1921 Monroe
310. Gamble, C. F.....1915 Monroe
311. Gardner, Howard.....1894 Greensboro
312. Gardner, T. L.....1908 Reidsville
313. Gardner, Mrs. W. K.....1925 Charlotte
314. Garner, C. V.....1917 Wilson
315. Garren, F. O.....1928 High Point
316. Garrett, Y. D. (col.).....1920 Durham
317. Gatling, T. R. (col.).....1919 Reidsville
318. Gattis, P. D.....1916 Raleigh
319. Gibson, A. M.....1923 Gibson
320. Gilbert, Laomie.....1903 Benson
321. Gilbert, L. M., Jr.....1937 Benson
322. Gilliam, W. A.....1925 Winston-Salem
323. Glass, P. G.....1925 Kannapolis
324. Glass, W. T., Jr.....1936 Wilmington
325. Glenn, J. S.....1925 Mount Olive
326. Glenn, E. F.....1931 New Bern
327. Glenn, R. A.....1935 Elkin
328. Godfrey, P. V.....1910 Charlotte
329. Godwin, C. F.....1932 Pine Level
330. Gooch, R. L.....1917 Oxford
331. Goode, J. A.....1909 Asheville
332. Goode, B. S.....1923 High Point
333. Goodrum, C. S.....1913 Davidson
334. Goodwin, M. N.....1940 Charlotte
335. Gordon, T. W.....1932 Thomasville
336. Gorham, R. S.....1903 Rocky Mount
337. Graham, J. C.....1917 Red Springs
338. Grantham, R. B.....1937 Red Springs
339. Grantham, Hiram.....1889 Red Springs
340. Grantham, L. I.....1910 St. Pauls
341. Grantham, L. B.....1914 Liberty
342. Grantham, G. K.....1895 Dunn
343. Grantham, G. K., Jr.....1928 Dunn
344. Green, C. F.....1899 Wilmington
345. Green, H. C.....1909 Charlotte
346. Greene, J. G.....1901 High Point
347. Greenwood, A. M. (col.).....1924 High Point
348. Greyer, Mrs. M. A. B.....1936 Morganton
349. Griffin, W. R.....1929 Old Fort
350. Griffith, Wiltshire.....1907 Hendersonville
351. Grimes, G. D.....1915 Robersonville
352. Grissom, Gilliam.....1889 Raleigh
353. Grove, C. E.....1899 Asheville
354. Guion, C. L.....1921 Aberdeen
355. Guion, C. D.....1916 Cornelius
356. Guion, H. N.....1921 Marshville
357. Guiton, J. A.....1925 Whiteville
358. Gurley, W. B.....1916 Windsor
359. Guthrie, C. H.....1938 Beaufort

H

360. Hackney, R. P.....1897 Marshall
361. Hair, R. C.....1925 Pineville
362. Hairston, R. S. (col.).....1917 Winston-Salem
363. Hales, R. A., Jr.....1923 Spring Hope
364. Hall, J. M.....1901 Wilmington
365. Hall, J. D.....1904 Scotland Neck
366. Hall, J. P.....1925 Oxford
367. Hall, S. P.....1909 Charlotte
368. Hall, S. B.....1925 Mocksville
369. Hall, S. C.....1924 Oxford
370. Hall, J. M., Jr.....1928 Wilmington
371. Hall, I. B., Jr. (col.).....1928 Winston-Salem
372. Halsey, W. B.....1939 Morganton
373. Ham, F. B.....1934 Greensboro
374. Hamilton, R. L.....1900 Oxford
375. Hamlet, Reginald.....1906 Raleigh
376. Hamlin, V. C. (col.).....1915 Raleigh
377. Hancock, F. W.....1881 Oxford
378. Hand, J. K.....1906 North Charlotte
379. Hanson, J. K.....1908 Wilmington
380. Hardee, A. K.....1905 Graham
381. Hardee, A. K., Jr.....1939 Graham
382. Harper, W. L.....1928 Hendersonville
383. Harper, C. P.....1900 Selma
384. Harper, C. T.....1916 Elm City
385. Harris, J. C.....1924 Durham
386. Harris, W. B.....1932 High Point
387. Harrison, T. N., Jr.....1909 Roanoke Rapids
388. Hart, J. A.....1906 High Point
389. Hart, G. W.....1909 Winston-Salem
390. Hart, L. W.....1899 China Grove
391. Hartis, G. C.....1934 Charlotte
392. Harville, R. C.....1908 Thomasville
393. Haupt, Edward.....1925 Newton
394. Hayes, G. E.....1916 Hickory
395. Hayes, W. A.....1937 Durham
396. Haymore, J. B.....1913 Rocky Mount
397. Hays, F. B.....1890 Oxford
398. Haywood, C. L.....1894 Durham
399. Hedgpeth, R. A., Jr.....1925 Lumberton
400. Henderson, A. J. (col.).....1908 Winston-Salem
401. Henderson, G. E.....1927 Concord
402. Hendrix, J. O.....1939 Marion
403. Herndon, M. D.....1904 Rockingham
404. Herring, Doane.....1884 Wilson
405. Herring, R. R.....1907 Oxford
406. Herring, N. B.....1917 Wilson
407. Hesterly, L. E.....1910 Hendersonville
408. Hicks, J. E. F.....1901 Goldsboro
409. Hicks, C. G.....1909 Reidsville
410. Hicks, A. M.....1934 Charlotte
411. Hill, G. L. (col.).....1929 New Bern
412. Hilton, C. M.....1908 Greensboro
413. Hocutt, D. D.....1920 Henderson
414. Hoffman, J. F., Jr.....1914 High Point
415. Hogan, A. L.....1923 Kinston
416. Holding, T. E., Jr.....1913 Wake Forest
417. Holland, H. O.....1914 Apex
418. Holland, W. T.....1905 Mount Holly
419. Hollingsworth, Jos.....1917 Mount Airy
420. Hollowell, W. C.....1936 Greenville
421. Holshouser, J. L.....1929 Chapel Hill
422. Holt, F. A.....1935 Brevard
423. Honeycutt, G. W.....1939 Raleigh
424. Hood, J. C.....1911 Kinston
425. Hood, W. D.....1903 Smithfield
426. Hood, R. T.....1916 Kinston
427. Hood, D. H.....1891 Dunn
428. Hood, P. C.....1913 Dunn
429. Hood, H. C.....1909 Smithfield
430. Hood, T. R.....1925 Dunn
431. Hooper, F. L.....1914 Sylva
432. Horne, W. W.....1900 Fayetteville
433. Horne, S. R.....1902 Fayetteville
434. Horne, C. O'H.....1909 Greenville
435. Horne, W. H.....1907 Greenville
436. Horsley, H. T.....1915 Belmont
437. Horton, J. P.....1921 N. Wilkesboro

438. Horton, R. W. 1915 Goldsboro
439. House, Joseph 1910 Beaufort
440. Houser, W. H. 1935 Cherryville
441. Howerton, J. L. 1900 Greensboro
442. Hoyle, M. H. 1915 Cooleemee
443. Hudson, J. P. 1926 Mooresville
444. Hufham, Walter 1916 Morehead City
445. Hughes, J. R. 1912 Madison
446. Hunnicutt, F. J. 1910 Durham
447. Hunter, J. B. 1910 Charlotte
448. Huntley, W. A. 1935 N. Wilkesboro
449. Huss, K. W. 1933 Winston-Salem
450. Hutchins, J. A. 1910 Winston-Salem

I

451. Ingle, C. E. 1939 Asheville
452. Ingram, L. M. 1920 High Point
453. Isler, W. A. (col.) 1914 N. Y. C., N. Y.
454. Isler, J. H. (col.) 1928 Charlotte

J

455. Jackson, J. C. 1928 Lumberton
456. Jackson, Leonidas 1924 Erwin
457. Jacocks, F. G. 1899 Elizabeth City
458. James, A. A. 1909 Winston-Salem
459. James, S. T. (col.) 1907 Durham
460. James, C. J. 1929 Hillsboro
461. Jarrett, L. M. 1910 Biltmore
462. Jenkins, J. V. 1905 Asheville
463. Jenkins, Sam 1928 Walstonburg
464. Jenkins, L. W. 1908 Greensboro
465. Jernigan, R. W. 1914 Chapel Hill
466. Jetton, W. A. 1905 Davidson
467. Johnson, G. P. 1927 Jacksonville
468. Johnson, W. L. 1924 Raleigh
469. Johnson, J. E., Jr. 1924 Lumberton
470. Johnson, W. R. 1920 Raleigh
471. Johnson, J. H. 1917 N. Wilkesboro
472. Johnson, W. S. 1933 Rocky Mount
473. Johnson, A. S. 1899 Smithfield
474. Johnson, T. B. 1936 Hickory
475. Johnson, W. W. 1936 Fuquay Springs
476. Jones, G. H. 1939 Zebulon
477. Jones, H. E. (col.) 1904 Asheville
478. Jones, W. H. (col.) 1929 Middletown, N.Y.
479. Jones, Alpheus 1911 Warrenton
480. Jones, J. Hunter 1913 Haw River
481. Jordan, D. L. 1921 Raleigh
482. Joyner, J. D. 1914 Gastonia

K

483. Kellam, R. A. 1898 High Point
484. Kelly, G. C. 1926 Lillington
485. Kendall, B. H. 1900 Shelby
486. Kerner, L. C. 1902 Henderson
487. Kerr, James 1909 High Point
488. Kessler, M. M. 1939 Charlotte
489. Key, H. J. 1938 Norfolk, Va.
490. Kibler, R. E. 1907 Morganton
491. King, H. L. 1902 Durham
492. King, C. H. 1904 Durham
493. King, J. R. 1909 E. Durham
494. King, B. F. 1928 Hickory
495. Kirby, K. A. 1914 Raleigh
496. Knight, C. V. 1911 Wilson
497. Knight, R. S., Jr. 1924 Columbia
498. Koonce, J. E. 1907 Chadbourn
499. Koonce, T. R. 1915 Wilmington
500. Koonts, A. A. 1931 High Point
501. Kritzer, E. L. 1931 Albemarle
502. Kunkle, A. B. 1925 Conover

L

503. Lafferty, P. M. 1908 Concord
504. Lamm, L. M. 1923 Mount Airy
505. Lane, W. C. 1911 Sanford
506. Lane, W. A. 1907 Winston-Salem
507. Langdon, R. E. 1923 Maxton
508. Langdon, Roscoe 1936 Wilmington
509. Lasley, M. I. 1916 Winston-Salem
510. Layton, C. C. 1921 High Point
511. Lazarus, Joseph 1928 Sanford
512. Lea, V. D. 1920 Durham
513. Lea, L. J. 1908 Laurinburg
514. Leavister, T. O. 1905 Raleigh
515. Le Boo, P. S. (col.) 1903 Wilmington
516. Ledbetter, E. D. 1917 Chapel Hill
517. Lee, P. A. 1903 Dunn
518. Le Gette, J. S. 1935 Asheville
519. Leggett, W. A. 1896 Edenton
520. Le Mon, H. H. (col.) 1925 High Point
521. Lever, T. H. 1928 Charlotte
522. Lewis, W. E. 1907 Mt. Olive
523. Lewis, H. R. 1912 Asheville
524. Lewis, W. C. 1937 Mount Olive
525. Libbons, T. A. 1936 New Bern
526. Link, F. P. 1938 Reidsville
527. Linn, T. L. 1938 Landis
528. Lisk, D. C. 1909 Charlotte
529. Lloyd, A. A. 1940 Hillsboro
530. Lloyd, T. P. 1920 Chapel Hill
531. Loftin, J. U. 1909 Albemarle
532. Lord, C. A. 1909 Asheville
533. Lorek, Leopold Andrew 1940 Rocky Mount
534. Lovett, H. E. 1935 Liberty
535. Lowry, W. A. 1919 Washington, D.C.
536. Lunn, F. H. 1912 Winston-Salem
537. Lutterloh, I. H., M.D. 1891 Sanford
538. Lutz, H. C. 1907 Hickory
539. Lynch, W. F. 1939 Durham
540. Lynch, N. W. 1904 McColl, S. C.
541. Lyon, R. P. 1907 Charlotte
542. Lyon, J. F. 1929 Durham
543. Lyon, O. H. 1912 Ayden
544. Lyon, F.F. 1914 Oxford

M

545. Macon, A. B. 1915 Mount Airy
546. Malone, C. E. 1912 Salisbury
547. Maness, R. C. 1932 Greensboro
548. Markham, G. W. 1928 Washington, D.C.
549. Marsh, N. F. 1906 Asheboro
550. Marston, R. H. 1913 Charlotte
551. Martin, Dr. S. L. 1892 Leaksville
552. Martin, S. L., Jr. 1915 Leaksville
553. Martin, A. N. 1920 Roanoke Rapids
554. Mathes, T. J. 1912 Durham
555. Matthews, J. I. 1937 Wallace
556. Matthews, G. E. 1900 Fayetteville
557. Matthews, W. F. 1910 Randleman

558. Matthews, W. F., Jr. 1936 Columbia, S. C.
559. Matthews, C. E., Jr. 1907 Roanoke Rapids
560. Matthews, W. McD. 1927 Alexandria, Va.
561. Mattocks, A. M. 1910 Greensboro
562. Mauney, W. McC. 1925 Murphy
563. May, T. H. 1912 Pittsburgh, Pa.
564. McAllister, H. C. 1935 Chapel Hill
565. McArthur, R. M. 1908 Winston-Salem
566. McBane, T. W. 1916 Pittsboro
567. McBane, J. O. D. 1921 Pittsboro
568. McBryde, R. V. 1937 Fayetteville
569. McCain, Rebekah M. 1937 Kannapolis
570. McCollum, N. H., Jr. 1935 Spray
571. McCombs, L. M. 1932 Petersburg, Va.
572. McCrimmon, D. D. 1926 Hemp
573. McCrummen, D. C. 1925 Aberdeen
574. McDaniel, P. L. 1930 Washington, D.C.
575. McDonald, A. H. 1910 W. Durham
576. McDonald, W. R., Jr. 1924 Hickory
577. McDowell, N. O. 1921 Scotland Neck
578. McDuffie, Roger A. 1914 Greensboro
579. McFalls, O. W. 1939 Pomona
580. McFalls, C. D. 1940 Greensboro
581. McFalls, S. W. 1940 Greensboro
582. McKay, D. McN. 1895 Durham
583. McKay, J. W. 1914 Hazelwood
584. McKeel, C. B. 1889 Columbia
585. McKenzie, L. McK. 1915 Lumberton
586. McKesson, L. W. 1902 Statesville
587. McKnight, L. E. 1909 Fayetteville
588. McLean, G. W. 1937 Dunn
589. McLelland, J. H. 1909 Troutman
590. McManus, M. T. Y. 1911 Winston-Salem
591. McMillan, B. F., Jr. 1915 Lumberton
592. McMinn, J. M. 1881 Asheville
593. McNair, R. T. 1938 Rockingham
594. McNair, W. R. 1902 Henderson
595. McNeely, M. C. 1916 Greensboro
596. McNeil, G. McK. 1902 Rowland
597. McNeill, A. D. 1930 Norwood
598. McNeill, G. R. 1905 Whiteville
599. McNeill, J. A. 1940 Whiteville
600. McNeill, L. J. 1934 Rutherfordton
601. Mebane, W. M. 1920 Wilmington
602. Melvin, P. J. 1920 Roseboro
603. Melvin, M. B. 1924 Raleigh
604. Merrill, E. E. 1931 Southern Pines
605. Merritt, N. H. 1915 Durham
606. Miles, M. C. 1917 Henderson
607. Miller, E. H. 1898 Mooresville
608. Miller, C. M. 1916 Wallace
609. Miller, P. W. 1940 Salisbury
610. Miller, W. W. 1921 Kinston
611. Millican, A. G. 1916 Wilmington
612. Millis, A. E. 1937 Durham
613. Mills, J. C. 1921 Cliffside
614. Mills, J. A. 1915 Tabor City
615. Minton, Solon Scott 1940 Enka
616. Missildine, E. E. 1900 Tryon
617. Mitchell, H. G. 1913 Burlington
618. Mitchell, C. P. 1915 Orangeburg, S. C.
619. Mitchell, F. T. 1926 Fairmont
620. Mitchell, J. D. 1936 Kannapolis
621. Mitchener, J. A. 1897 Edenton
622. Mitchener, J. A., Jr. 1937 Edenton
623. Mitchener, Mary N. 1936 Edenton
624. Moir, A. L. 1916 Loris, S. C.
625. Montague, G. W. 1903 Durham
626. Moore, E. E. 1922 Granite Falls
627. Moore, T. J. 1926 Wilson
628. Moore, A. R. 1920 Wilson
629. Moore, H. P. 1927 Charlotte
630. Moore, B. C. 1897 Rocky Mount
631. Moore, J. P. 1911 Goldsboro
632. Moore, M. A. 1926 Tarboro
633. Moose, H. A. 1928 Mount Pleasant
634. Moose, G. K. 1914 Boone
635. Morgan, R. S. 1908 Spruce Pine
636. Morris, A. F. 1938 Troy
637. Morrison, M. S. 1906 Wilson
638. Morrow, W. E. (col.) 1924 Greensboro
639. Morton, J. X., M.D. 1909 Faison
640. Moss, F. M. 1933 Cramerton
641. Mull, J. E. 1918 Winston-Salem
642. Mullen, L. S. 1912 Asheville
643. Munday, C. C. 1913 Taylorsville
644. Mundy, J. C. 1921 Salisbury
645. Murchison, E. E. 1912 Rocky Mount
646. Murphrey, L. W. 1913 Rocky Mount
647. Murphy, C. L. 1917 Salisbury
648. Murphy, J. C. 1911 Waynesville
649. Murr, G. F. 1930 Thomasville
650. Murrell, H. F. 1936 Southern Pines

N

651. Nance, J. S. 1922 Charlotte
652. Neal, C. L. 1934 N. Phila., Pa.
653. Neil, J. W. (Ass't) 1937 Shelby
654. Nelson, J. B. 1929 Albemarle
655. Nelson, S. G. 1920 Beaufort
656. Neville, Augustus, Jr. 1928 Goldsboro
657. Newsome, H. C. 1917 Winston-Salem
658. Nicholson, A. T. 1904 Tarboro
659. Nicholson, M. A. 1910 Troy
660. Nicholson, E. N. 1932 Murfreesboro
661. Norman, Dr. J. S. 1903 Hickory
662. Nottingham, G. S. 1901 Norfolk, Va.
663. Nowell, Edwin 1906 Asheville
664. Nowell, W. R. 1910 Wendell

O

665. Oakley, C. H. 1928 Roxboro
666. Oates, C. C., Jr. 1938 Hendersonville
667. O'Daniel, J. S. 1939 Lenoir
668. O'Hanlon, E. W. 1891 Winston-Salem
669. O'Neal, W. P. 1926 Belhaven
670. Overman, H. S. 1907 Elizabeth City

P

671. Page, B. F. 1901 Raleigh
672. Page, C. E., Jr. 1938 Henderson
673. Palmer, A. W. 1924 Sanford
674. Parker, R. S. 1906 Murphy
675. Parker, W. W., Jr. 1923 Henderson
676. Parker, N. M. (col.) 1929 Jacksonville
677. Parker, R. H. 1905 Durham
678. Parks, W. A. 1938 Fort Mills
679. Parrish, L. F. 1931 Wilson
680. Patterson, W. D. 1901 Kernersville
681. Peace, J. H. 1936 Asheville
682. Peacock, M. A. 1909 Benson

683. Pearson, M. E. (col.)....1911 Durham
684. Perry, E. B....1901 Littleton
685. Perry, W. M....1902 Elizabeth City
686. Perry, H. H. (col.)....1894 Fayetteville
687. Perry, W. R. (col.)....1931 Burlington
688. Perry, D. L. (col.)....1912 Fayetteville
689. Person, T. E., M.D....1906 Stantonsburg
690. Petrea, F. S....1920 Greensboro
691. Phifer, B. R....1928 Monroe
692. Phillips, J. E....1934 High Point
693. Phillips, M. B....1920 Albemarle
694. Phillips, O. J....1938 Albemarle
695. Phillips, W. P....1926 Morganton
696. Pickelsimer, J. B....1908 Brevard
697. Pierce, J. S....1920 Rocky Mount
698. Pigott, D. S....1926 New Bern
699. Pike, J. W., Jr....1939 Concord
700. Pike, J. M....1940 Concord
701. Pike, Miss Mary Nancy....1936 Concord
702. Pilkington, G. R....1897 Pittsboro
703. Pilkington, E. L....1939 Pine Level
704. Pinnix, W. M....1907 New Bern
705. Pinnix, J. M....1904 Kernersville
706. Pleasants, F. R....1896 Louisburg
707. Plemmons, D. A....1940 Asheville
708. Polk, J. B....1910 Salisbury
709. Poole, L. B....1924 Thomasville
710. Porter, C. D....1915 Concord
711. Porter, Ernest....1912 Concord
712. Powell, J. C....1915 Winston-Salem
713. Powers, L. B....1908 Raleigh
714. Pressly, C. P....1939 Charlotte
715. Price, H. G....1938 Raleigh
716. Price, S. H....1920 Mooresville
717. Pritchard, J. M....1918 Chapel Hill
718. Proctor, W. V....1940 Durham
719. Puckett, U. S....1935 Stovall
720. Pugh, E. S....1922 Windsor
721. Purcell, S. M....1900 Salisbury
722. Purcell, D. C....1936 Salisbury
723. Purcell, S. M., Jr....1940 Salisbury

Q

724. Quinn, F. D....1908 Shelby

R

725. Raker, W. G....1926 Belmont
726. Rand, T. R., Jr....1940 Raleigh
727. Rankin, W. B....1939 Boone
728. Ratley, W. A....1931 Goldsboro
729. Ray, E. L....1916 Asheboro
730. Ray, Fred'k, Jr....1932 Sanford
731. Reaves, L. E....1897 Raeford
732. Reaves, L. E., Jr....1930 Fayetteville
733. Reaves, H. C....1936 Raeford
734. Reeves, Jefferson....1923 Waynesville
735. Register, M. O....1932 Clinton
736. Reid, S. H....1916 Washington
737. Reins, C. C....1912 Winston-Salem
738. Rhineheardt, C. B....1912 Asheville
739. Rhodes, J. F....1939 Charlotte
740. Rhodes, Cader....1911 Raleigh
741. Rhyne, W. F....1909 Gastonia
742. Rice, L. D....1925 Maxton
743. Richardson, W. R....1931 Boone
744. Richardson, O. K....1930 Elkin
745. Richardson, L. W....1907 Goldsboro
746. Ridenhour, D. G....1912 Mt. Gilead
747. Riggan, R. D....1907 Raleigh
748. Rigsbee, E. L....1939 Durham
749. Rimmer, E. F....1912 Charlotte
750. Rimmer, R. M....1921 Franklin
751. Rimmer, Helen Bell....1940 Charlotte
752. Ring, C. A....1905 High Point
753. Ring, L. B....1904 Black Mountain
754. Ring, C. A., Jr....1928 High Point
755. Rittenburg, R. S....1932 Charlotte
756. Rives, H. L....1915 Bethel
757. Roberson, Culas....1929 Spray
758. Roberts, Herschel....1918 Weaverville
759. Robertson, E. Guy....1910 Huntington, W.Va.
760. Robinson, Carlton....1934 Winston-Salem
761. Robinson, G. C....1906 Richmond, Va.
762. Robinson, J. L....1907 Belmont
763. Robinson, D. P....1936 Henderson
764. Robinson, T. R., Jr....1938 Goldsboro
765. Rogers, Marie....1932 Chicago, Ill.
766. Rogers, R. P....1912 Durham
767. Rose, I. W....1906 Chapel Hill
768. Rosenbaum, C. D....1915 Tarboro
769. Rouse, L. L....1935 Fayetteville
770. Roycroft, W. R....1925 Coats
771. Rudisill, J. S....1908 Forest City
772. Russell, J. M., Jr....1939 Canton
773. Russell, Thomas Wayne....1940 High Point

S

774. Salley, W. M....1910 Asheville
775. Salling, A. T....1910 Wilmington
776. Saunders, A. J....1912 McAdenville
777. Sanford, R. D....1916 Charlotte
778. Sappenfield, W. A....1908 Concord
779. Sauls, M. M....1903 Ayden
780. Savage, M. C....1940 Roanoke Rapids
781. Scoggin, L. E....1905 Louisburg
782. Scoggin, L. E., Jr....1931 Louisburg
783. Scruggs, B. P....1916 Rutherfordton
784. Sedberry, H. S....1892 Rocky Mount
785. Sedberry, H. B....1904 Elizabeth City
786. Selden, J. S....1928 Weldon
787. Senter, P. L....1921 Carrboro
788. Senter, L. M....1940 Carrboro
789. Sewell, G. L....1926 Kinston
790. Shade, I. A. (col.)....1906 Wilson
791. Shaw, R. S....1917 Scotland Neck
792. Shell, J. E....1896 Lenoir
793. Shelton, C. F....1905 Fairmont
794. Sheppard, J. W....1896 Charlotte
795. Shook, Eulon....1918 Hickory
796. Shore, M. L....1902 Apex
797. Shuford, L. D....1924 Kings Mountain
798. Simmons, W. C....1939 Hickory
799. Simmons, H. R....1931 Lumberton
800. Singletary, F. B....1914 Greensboro
801. Singletary, W. O....1901 Winston-Salem
802. Sisk, C. J....1924 Bryson City
803. Sisk, C. T., M.D....1902 Bryson City
804. Sitison, J. A....1927 Mount Airy
805. Sloan, W. L....1939 Graham
806. Sloop, L. L....1901 Spencer
807. Sloop, M. B....1928 China Grove

808. Smith, F. L. 1917 Winston-Salem
809. Smith, F. T. 1887 Franklin
810. Smith, C. H. 1899 Charlotte
811. Smith, H. E. 1938 Conover
812. Smith, T. E. 1928 Goldsboro
813. Smith, Leon 1912 Kannapolis
814. Smith, W. O. 1908 Arlington, Va.
815. Smith, O. W. 1937 Pilot Mountain
816. Smith, W. J. 1937 Chapel Hill
817. Smith, Leon Wriston 1940 Kannapolis
818. Sparks, J. E. 1926 Pinetops
819. Stamps, J. N. 1929 High Point
820. Stainback, T. E. 1914 Henderson
821. Stanback, T. M. 1905 Spencer
822. Stancil, J. H. 1912 Raleigh
823. Stanley, V. E. 1934 Charlotte
824. Stephens, J. L., M.D. (col.) .. 1915 Cleveland, Ohio
825. Stephenson, E. V. 1938 Madison
826. Stevens, Mac Watson 1940 Lillington
827. Stevenson, J. T. 1917 Elizabeth City
828. Stewart, W. M. 1903 Charlotte
829. Stimson, J. H. 1910 Statesville
830. Stone, B. F. 1929 Elizabethtown
831. Stone, E. V. 1932 Mount Holly
832. Stone, W. L. 1922 Franklinton
833. Stowe, L. H. 1908 Charlotte
834. Stowe, H. R. 1910 Charlotte
835. Stowe, C. D. 1917 Asheville
836. Streetman, J. W. 1894 Marion
837. Strickland, C. B. 1932 Fayetteville
838. Strowd, Dortch 1929 Kinston
839. Suggs, R. B. 1905 Belmont
840. Sullivan, L. S. 1928 Winston-Salem
841. Summey, P. B. 1917 Mount Holly
842. Summey, K. N. 1910 Mount Holly
843. Sumney, Ptolemy 1903 Dallas
844. Suominen, M. M. 1939 Johnson City, Tenn.
845. Suttle, J. A. 1906 Shelby
846. Suttlemyre, C. P. 1935 Charlotte
847. Suttlemyre, P. J. 1914 Hickory
848. Sutton, J. L. 1914 Chapel Hill
849. Swaney, C. A. 1924 Winston-Salem
850. Swaringen, DeWitt C. 1897 China Grove
851. Swindell, E. S. 1911 Durham
852. Sykes, R. J. 1907 Greensboro

T

853. Tally, H. A. 1905 Wilmington
854. Tarkenton, E. L. 1901 Wilson
855. Tart, D. W. 1906 Roseboro
856. Tate, D. O. 1935 Albemarle
857. Tate, E. H. 1925 Lenoir
858. Tatum, J. M. 1928 Asheville
859. Taylor, C. A. 1908 Washington, N. C.
860. Taylor, D. G. 1910 Spray
861. Taylor, W. P. 1912 Roanoke Rapids
862. Taylor, J. C. 1917 Durham
863. Taylor, L. B. 1928 Conway
864. Taylor, N. T. 1936 Raleigh
865. Taylor, H. T. 1937 Tarboro
866. Templeton, G. S. 1926 Mooresville
867. Tennant, W. D., Jr. 1926 Charlotte
868. Thomas, J. I. 1939 Smithfield
869. Thomas, W. G., Jr. 1911 Varina
870. Thomas, E. E. 1913 Roxboro
871. Thomas, E. R. 1902 Erwin
872. Thomas, P. L. 1931 Roxboro
873. Thompson, A. J. 1902 Badin
874. Thompson, J. L. 1925 Reidsville
875. Thompson, Paul H. 1924 Fairmont
876. Thornton, W. H. 1914 Newton
877. Thornton, G. P. 1939 Goldsboro
878. Tilley, J. E. 1923 Winston-Salem
879. Tingen, W. Z. 1917 Charlotte
880. Toms, B. C. 1911 Salisbury
881. Townsend, J. H. 1910 Red Springs
882. Townsend, E. F. 1900 Red Springs
883. Trent, J. A. 1913 Danville, Va.
884. Tripp, G. O. 1923 Raleigh
885. Trotter, J. R. 1906 Salisbury
886. Tucker, W. M. 1899 High Point
887. Tunstall, J. P. 1939 Washington
888. Turlington, J. E. 1915 Lumberton
889. Turnmire, A. P. 1921 Mount Airy
890. Tuttle, B. M. 1916 Angier
891. Tyson, J. W. 1937 Asheboro
892. Tyson, W. B. 1938 Rocky Mount

U

893. Umstead, O. L. 1931 Wilmington
894. Upchurch, M. T. 1934 Smithfield
895. Usher, J. T. 1931 Greensboro

V

896. Varner, S. E., Jr. 1940 Brevard
897. Vinson, E. L. 1908 Halifax
898. Vinson, J. T. 1914 Goldsboro

W

899. Walker, A. DuV. 1925 Wilmington
900. Walker, H. W. 1923 Norlina
901. Walker, H. L. 1929 Summerfield
902. Wallace, A. C. 1924 Star
903. Walters, A. K. 1940 Burlington
904. Walton, R. C. 1916 Raleigh
905. Ward, E. H. 1914 Tarboro
906. Ward, W. A. 1924 Swannanoa
907. Ward, B. R. 1931 Goldsboro
908. Warlick, Dr. E. S. 1889 Asheville
909. Warren, L. A. 1917 Garland
910. Warren, L. A., Jr. 1939 Wilmington
911. Warren, B. S. 1908 Greenville
912. Warren, J. C. 1915 Benson
913. Warren, B. G. 1926 Charlotte
914. Waters, G. W., Jr. 1910 Goldsboro
915. Waters, P. V. 1939 Mooresville
916. Watkins, W. O. 1905 Rutherfordton
917. Watson, H. P., Jr. 1912 Winston-Salem
918. Watson, Richard 1924 Hendersonville
919. Watson, J. W. 1938 Wilmington
920. Watson, R. N. 1938 Jonesboro
921. Way, J. A., Jr. 1938 Concord
922. Webb, Paul 1898 Shelby
923. Webb, C. I. 1903 Charlotte
924. Webb, E. L. 1907 Thomasville
925. Webb, T. P., Jr. 1932 Shelby
926. Welborne, W. F. 1902 Lexington
927. Welch, W. D., Jr. 1930 Washington
928. Welfare, S. E. 1905 Winston-Salem

929. Wells, V. D.....1939 Raleigh
930. Wells, R. R.....1934 Shelby
931. West, J. F.....1915 Winston-Salem
932. West, W. L.....1925 Roseboro
933. Wharton, L. A.....1909 Gibsonville
934. Wheeler, C. R.....1919 Winston-Salem
935. Wheless, J. M.....1901 Farmville
936. Wheless, J. M., Jr.....1934 Farmville
937. White, C. B.....1928 Henderson
938. White, D. F.....1928 Mebane
939. White, H. G.....1903 Elm City
940. White, W. R.....1910 Warrenton
941. White, G. S.....1910 Lexington
942. White, E. S.....1921 Burlington
943. White, J. E.....1913 Raleigh
944. White, J. I.....1917 Burlington
945. White, J. J.....1928 Henderson
946. White, J. S.....1921 Mebane
947. Whitehead, C. R.....1924 Ramseur
948. Whitehead, J. D., Jr.....1912 Enfield
949. Whiteley, R. S.....1934 Greensboro
950. Whiteley, I. C.....1938 Morganton
951. Whitley, J. R.....1916 Mars Hill
952. Whitley, H. E.....1930 Concord
953. Whitley, W. Y.....1939 Fremont
954. Wiggins, W. W.....1916 Raleigh
955. Wilkerson, I. O.....1911 Greensboro
956. Wilkins, W. R.....1904 Mocksville
957. Williams, M. P.....1902 Charlotte
958. Williams, S. W.....1898 Raleigh
959. Williams, A. H. A.....1910 Oxford
960. Williams, M. V. B.....1916 Winston-Salem
961. Williams, J. C.....1921 Bessemer City
962. Williamson, C. M.....1926 Laurinburg
963. Williamson, J. W.....1921 Salisbury
964. Willis, Beatrice Averitt.....1922 Fayetteville
965. Willis, R. M.....1922 Southport
966. Wilson, W. A.....1930 Belton, S. C.
967. Wilson, T. V.....1924 Hendersonville
968. Wilson, T. H.....1909 Cramerton
969. Wilson, W. B.....1912 Hendersonville
970. Wilson, L. R.....1916 Lowell
971. Wilson, G. S.....1921 Belmont
972. Wimberley, R. E. (col.).....1920 Raleigh
973. Winders, H. M.....1925 Farmville
974. Wohlford, H. W.....1910 Charlotte
975. Wolfe, W. S.....1913 Mount Airy
976. Wolfe, J. C.....1905 Hickory
977. Womble, D. J.....1924 Raleigh
978. Womble, L. N., Jr.....1936 Rocky Mount
979. Wood, E. H.....1905 New Bern
980. Woodard, E. V.....1914 Selma
981. Woodard, B. P.....1939 Fayetteville
982. Woolard, E. W.....1915 Henderson
983. Wootten, G. R.....1896 Hickory
984. Wooten, J. W. F.....1926 Fayetteville
985. Worthington, E. C.....1917 Washington
986. Worthy, F. S.....1905 Washington
987. Wrike, W. C.....1921 Graham
988. Wynne, W. M. (col.).....1930 Warrenton

Y

989. Yancey, D. C. (col.).....1926 Wilson
990. Yancey, L. A. (col.).....1908 Charlotte
991. Yates, C. L.....1909 Charlotte
992. Yoder, C. R.....1908 Newton
993. Young, C. T.....1905 Greenville

Z

994. Zoeller, E. V.....1881 Tarboro
995. Zuckerman, I. L.....1940 Greensboro

Pharmacists Registered by Reciprocity

June 1, 1941

A

996. Adair, W. H.....1924 Roxboro
From Alabama
997. Airheart, W. T.....1934 Concord
From Georgia
998. Allen, W. D.....1936 Old Fort
From Virginia
999. Allison, J. B.....1930 Westminster, S. C.
From South Carolina
1000. Alston, M. J. (col.).....1923 Sanford
From Tennessee
1001. Andes, G. E.....1928 Wadesboro
From Virginia
1002. Artice, A. R. (col.).....1928 Raleigh
From Pennsylvania

B

1003. Berry, L. B.....1933 Winston-Salem
From Oklahoma (Re-reg.)
1004. Bigham, R. H.....1935 Lexington
From South Carolina
1005. Bissette, P. B.....1923 Wilson
From Virginia
1006. Black, O. R.....1927 Bessemer City
From Arizona
1007. Blackman, B. L.....1925 Statesville
From South Carolina (Re-reg.)
1008. Bobst, H. R.....1930 Brevard
From New Jersey (Re-reg.)
1009. Bolinger, C. E.....1927 Asheville
From Georgia
1010. Booth, G. D.....1936 Durham
From South Carclina (Re-reg.)
1011. Bradford, C. H.....1936 Greensboro
From South Carolina
1012. Brison, J. E.....1933 Gastonia
From South Carolina
1013. Bullock, Clifton.....1935 Avondale
From Connecticut
1014. Burlage, H. M.....1937 Chapel Hill
From Washington
1015. Burrus, S. B.....1923 Canton
From Georgia
1016. Butler, A. E.....1936 Raleigh
From South Carolina

C

1017. Cagle, C. V.....1924 Greensboro
From Georgia
1018. Cain, C. M.....1929 Caroleen
From South Carolina
1019. Caldwell, P. L.....1925 Wilmington
From Georgia

1020. Callahan, E. F.....1919 Hillsboro
From South Carolina
1021. Cameron, W. L.....1933 Raeford
From South Carolina
1022. Chandler, E. O.....1930 Leaksville
From Virginia
1023. Civil, J. K.....1935 Charlotte
From South Carolina
1024. Clark, Dr. R. W.....1937 Rahway, N. J.
From Wisconsin
1025. Cole, T. R.....1924 Pinehurst
From Georgia
1026. Comar, W. A.....1928 Laurinburg
From South Carolina (Re-reg.)
1027. Cook, D. B. (col.).....1919 Weldon
From Tennessee
1028. Cooley, F. R.....1938 Raleigh
From Georgia
1029. Cornelius, R. E.....1932 Charlotte
From Ohio (Re-reg.)
1030. Cousins, W. G.....1924 Charlotte
From Pennsylvania
1031. Cox, R. O.....1923 Detroit, Mich.
From Michigan
1032. Crabtree, W. A.....1923 Sanford
From Georgia
1033. Cromley, R. I.....1937 Raleigh
From Georgia

D

1034. Dalman, G. C-Y.....1940 Charlotte
From South Carolina
1035. Davis, C. E., Jr.....1939 Asheville
From South Carolina
1036. Day, L. G.....1930 Spruce Pine
From South Carolina
1037. Dennis, C. M.....1928 Shelby
From South Carolina
1038. Dodd, C. N.....1932 Raleigh
From Virginia (Re-reg.)
1039. Dosher, G. R.....1935 Southport
From Massachusetts
1040. Driggers, Earle.....1927 Winston-Salem
From Georgia

E

1041. Eadie, E. B.....1938 Charlotte
From South Carolina
1042. Early, A. J.....1939 Robersonville
From Virginia
1043. Easley, W. V. (col.).....1935 Whiteville
From District of Columbia
1044. Edmonds, M. M.....1940 Charlotte
From Missouri
1045. Elson, J. R.....1929 Enka
From West Virginia
1046. Evans, W. B.....1923 Enka
From Texas

F

1047. Feagin, E. L.....1923 Hendersonville
From Alabama
1048. Fearrington, T. B.....1924 Hickory
From Mississippi (Re-reg.)
1049. Fixel, L. G.....1938 Greensboro
From Virginia
1050. Fulmer, P. A.....1940 Hendersonville
From South Carolina

G

1051. Gilbert, W. B.....1921 Raleigh
From Georgia
1052. Gillikin, C. E.....1931 Kenly
From South Carolina
1053. Glenn, A. L.....1922 Derita
From Alabama
1054. Gooden, D. T.....1926 Grottoes, Va.
From Virginia
1055. Griffin, Octavus.....1926 Roanoke Rapids
From Virginia

H

1056. Hall, H. B. (col.).....1932 Winston-Salem
From Alabama
1057. Ham, T. J., Jr.....1922 Yanceyville
From Virginia
1058. Hamlin, J. T. (col.).....1922 Raleigh
From West Virginia
1059. Hammond, H. A.....1937 High Point
From South Carolina
1060. Harden, Wilkins.....1936 Raleigh
From Arkansas
1061. Hardwicke, St. J. H.....1923 Wake Forest
From South Carolina
1062. Henriksen, H. E.....1939 Millan, Ga.
From South Carolina
1063. Herndon, H. H.....1940 Charlotte
From Georgia
1064. Hertzog, C. W.....1935 Durham
From South Carolina
1065. Holland, R. F.....1919 Charlotte
From South Carolina (Re-reg.)
1066. Holroy, R. McT.....1927 Whiteville
From West Virginia
1067. Hooper, J. L.....1941 Hayesville
From Georgia
1068. Horn, Joseph.....1939 Winston-Salem
From Ohio
1069. Hough, J. T.....1923 Davidson
From South Carolina
1070. Hubbard, Estill.....1938 Hendersonville
From Kentucky

I

1071. Irvin, O. L.....1924 Concord
From Georgia

J

1072. Jackson, O. J. (col.).....1930 Goldsboro
From Tennessee
1073. Jenkins, W. I.....1931 Biscoe
From Virginia (Re-reg.)
1074. Johnson, R. J.....1924 Asheville
From South Carolina
1075. Johnson, O. L.....1935 Charlotte
From Maryland
1076. Johnson, L. O.....1926 Florence, S. C.
From South Carolina
1077. Joiner, L. B.....1920 Salisbury
From South Carolina

1078. Joiner, A. E.....1923 High Point
From Georgia
1079. Jones, J. L.....1922 Canton
From Georgia
1080. Jones, Dolan.....1925 Monroe
From Georgia
1081. Jones, M. L.....1937 Asheville
From Tennessee

K

1082. Keenum, R. F.....1919 Kings Mountain
From Tennessee
1083. King, C. D.....1940 Charleston, S. C.
From Georgia
1084. King, W. M. (col.).....1919 Winston-Salem
From South Carolina
1085. Kirkpatrick, G. L.....1927 Black Mountain
From South Carolina
1086. Kraus, Emma Myrtle.....1940 Charlotte
From Virginia

L

1087. Lamar, W. L., Jr.....1923 Albemarle
From Alabama
1088. Lamar, W. M.....1939 Fayetteville
From Alabama
1089. Lasley, C. G.....1934 Winston-Salem
From Pennsylvania
1090. Laughlin, D. A.....1939 Carmichaels, Pa.
From Pennsylvania
1091. Ledford, J. E.....1940 Bradford, Va.
From Georgia
1092. Lewis, B. B.....1941 Lincolnton
From Ohio

M

1093. Matthews, G. W.....1920 Asheville
From South Carolina
1094. McBride, T. L.....1919 Marshville
From Pennsylvania
1095. McDiarmid, D. P.....1940 Black Mountain
From Alabama
1096. McDonald, H. C.....1939 Brevard
From South Carolina
1097. McGahee, G. L.....1922 Asheville
From Georgia
1098. McGhee, G. L.....1922 Charlotte
From Georgia (Re-reg.)
1099. McLean, E. J.....1934 Durham
From Georgia
1100. McMillan, C. C.....1934 Asheville
From Alabama
1101. Medford, DeV. K.....1926 Clyde
From Oklahoma
1102. Merriman, W. D.....1928 Charlotte
From South Carolina
1103. Miller, A. J.....1925 Hendersonville
From Michigan
1104. Miller, R. E.....1935 Whiteville
From South Carolina
1105. Miller, L. D.....1939 Winston-Salem
From Indiana
1106. Mills, R. S., Jr.....1921 Draper
From Tennessee
1107. Mitchell, C. E.....1934 Highlands
From South Carolina
1108. Mock, O. H.....1939 Waynesville
From Tennessee
1109. Mooneyham, A. O.....1919 Asheville
From Alabama (Re-reg.)
1110. Mooneyham, O. J.....1928 Avondale
From Georgia
1111. Moore, A. L.....1927 Asheville
From Georgia
1112. Moore, T. E.....1936 Norfolk, Va.
From Virginia
1113. Moose, W. L.....1926 Hendersonville
From Maryland

N

1114. Neal, F. F.....1938 Ahoskie
From Ohio
1115. Noell, R. J.....1938 Asheville
From Georgia
1116. Norman, J. P.....1924 Greensboro
From Virginia (Re-reg.)

O

1117. O'Brien, J. I.....1918 Pinehurst
From Massachusetts
1118. Oliver, E. W.....1933 Greensboro
From Alabama
1119. Oliver, P. M., Jr.....1936 High Point
From South Carolina
1120. Owen, F. R.....1935 Tryon
From Georgia

P

1121. Peters, D. B.....1940 Raleigh
From District of Columbia
1122. Pope, A. R.....1931 Black Mountain
From Georgia (Re-reg.)
1123. Porter, J. D.....1931 Franklin
From Georgia
1124. Powers, C. D.....1930 Burlington
From Pennsylvania
1125. Prince, R. M.....1929 Charlotte
From South Carolina (Re-reg.)

R

1126. Reamer, I. T.....1931 Durham
From Maryland
1127. Rigby, J. N.....1928 Ahoskie
From South Carolina
1128. Robinson, H. H.....1924 Elizabethtown
From Virginia (Re-reg.)
1129. Rollins, E. W.....1935 Winston-Salem
From South Carolina

S

1130. Sanders, C. A.....1937 Timmonsville, S. C.
From South Carolina
1131. Sappenfield, J. A.....1924 Kannapolis
From Georgia
1132. Saunders, L. S.....1926 Wilmington
From Virginia
1133. Savage, Robert.....1928 Pilot Mountain
From Maryland
1134. Sawyer, R. B.....1925 High Point
From Colorado

1135. Saxon, H. A.....1930 Yonkers, N. Y.
From Georgia
1136. Scruggs, R. G.....1919 Asheville
From Georgia
1137. Sheider, G. A.....1918 West Asheville
From Georgia
1138. Sherard, J. F.....1920 Burlington
From South Carolina
1139. Sherrod, W. I.....1936 Miami Beach, Fla.
From Tennessee
1140. Shigley, H. H.....1934 Asheville
From Ohio
1141. Skinner, F. L.....1941 Marshall
From Virginia
1142. Sloan, R. R.....1927 Rutherfordton
From Virginia
1143. Smith, J. M.....1925 Spartanburg, S. C.
From Wisconsin
1144. Smith, V. F.....1929 Greensboro
From Missouri
1145. Smith, J. P. F.....1923 West End
From South Carolina
1146. Snypes, C. D.....1923 Charlotte
From Georgia (Re-reg.)
1147. Sparkman, D. D., Jr.....1931 Warsaw
From Virginia
1148. Spencer, B. W., Jr.....1932 Durham
From South Carolina
1149. Spencer, R. B.....1932 Raleigh
From Virginia
1150. Stacy, L. B.....1928 Gastonia
From Georgia
1151. Stone, B. M.....1936 Charlotte
From Florida
1152. Sullivan, H. M.....1940 Waynesville
From South Carolina
1153. Summerlin, A. R.....1925 Laurinburg
From South Carolina

T

1154. Tainter, D. W.....1931 Marion
From Tennessee
1155. Taylor, H. R. (col.).....1938 Tarboro
From Tennessee
1156. Thomas, F. E.....1938 Charlotte
From Alahama
1157. Thompson, J. V.....1924 East Flat Rock
From South Carolina
1158. Thompson, G. Miller.....1933 Rocky Mount
From Oklahoma
1159. Threatt, J. B.....1922 Durham
From Georgia
1160. Tolson, J. G., Jr.....1927 Henderson
From South Carolina
1161. Toms, E. R.....1919 Wilmington
From Georgia

V

1162. Vaughan, A. M.....1926 Petersburg, Va.
From Missouri

W

1163. Walters, J. E.....1928 Belmont
From South Carolina (Re-reg.)
1164. Watkins, F. D.....1925 Charlotte
From South Carolina
1165. Webster, M. B.....1941 Tabor City
From South Carolina
1166. White, H. W.....1925 Fayetteville
From South Carolina
1167. White, W. G.....1924 Charlotte
From South Carolina
1168. Whitehead, T. E.....1930 Charlotte
From Georgia
1169. Williams, L. L.....1920 Morven
From Georgia
1170. Williston, F. D. (col.).....1927 Fayetteville
From Tennessee (Re-reg.)
1171. White, R. L.....1929 Asheboro
From South Carolina
1172. Wilson, C. A.....1922 Monroe
From Virginia
1173. Wilson, E. C.....1919 Burlington
From Virginia
1174. Woodward, G. B.....1936 Erwin, Tenn.
From Tennessee

Y

1175. Yearwood, J. C.....1938 Charlotte
From Illinois
1176. Young, T. F.....1938 Blowing Rock
From Arkansas

Registered Assistant Pharmacists

June 1, 1941

1. Adams, L. T.....1934 Winston-Salem
2. Adkinson, N. F.....1932 Forest City
3. Badgett, E. W.....1935 Mount Airy
4. Barefoot, E. G.....1930 Canton
5. Bass, J. A.....1932 Wilson
6. Birkitt, S. P.....1931 Charlotte
7. Brame, P. J.....1932 No. Wilkesboro
8. Branch, B. C.....1928 Rocky Mount
9. Brooks, C. M.....1931 Monroe
10. Brown, H. S.....1932 Goldsboro
11. Bryant, Miss Nan.....1938 Tarboro
12. Carrigan, J. F.....1930 Granite Falls
13. Chadwick, S. T.....1933 Kinston
14. Cloer, P. L.....1935 Lenoir
15. Dillinger, H. M.....1931 Mount Holly
16. Eatman, G. A.....1933 Wilson
17. Eller, R. C.....1932 Belmont
18. Griffin, T. W.....1930 Statesville
19. Gwynn, A. A.....1938 Leaksville
20. Hales, C. W.....1931 Seaboard
21. Harrison, J. W.....1936 Asheville
22. Harrison, Melrose.....1932 Charlotte
23. Heslep, F. W.....1923 Beaufort
24. Holland, L. L.....1936 Albemarle
25. Humphries, A. T.....1934 Charlotte
26. Huntley, C. O.....1934 Lenoir
27. Kemp, A. T.....1933 Burlington
28. King, R. G.....1933 New Bern
29. Maus, F. B.....1928 Greensboro
30. McConnell, Miss Ethel.....1926 Newton
31. Moore, H. W.....1933 Lexington
32. Moose, H. F.....1934 Albemarle
33. Musgrove, W. M.....1924 Catawba
34. O'Brien, C. C.....1936 Greensboro
35. Owens, T. I.....1938 Tarboro

36. Perry, N. B. 1935 Charlotte
37. Porter, J. N. 1933 Huntersville
38. Russell, L. D. 1930 Greensboro
39. Stiles, M. O. 1932 Mooresville
40. Wade, C. E. 1935 Colerain

List of Registered Practicing Physicians

LIVING IN TOWNS OF NOT MORE THAN 500 INHABITANTS TO WHOM PERMITS TO CONDUCT DRUG STORES HAVE BEEN GRANTED JUNE 1, 1941.

1. Griffis, J. W.
Denton Davidson County
3. Martin, J. H.
Red Oak Nash County
4. Timberlake, C. V.
Youngville Franklin County
6. Baynes, R. H.
Hurdle Mills Person County
7. Patterson, J. H.
Broadway Lee County
9. McKay, J. F.
Buies Creek Harnett County
11. Smith, A. J.
Black Creek Wilson County
12. Lackly, W. J.
Fallston Cleveland Connty
16. Helsabeck, C. J.
Walnut Cove Stokes County
17. Reed, D. H.
Wagram Scotland County
18. Hutchinson, S. S.
Bladenboro Bladen County
21. Gouge, A. E.
Bakersville Mitchell County
22. Royal, D. M.
Salemburg Sampson County
23. Lancaster, R. M.
Rural Hall Forsyth County
24. Parker, J. W., Jr.
Seaboard Northampton County
27. Reid, T. N.
Matthews Mecklenburg County
29. Powell, E. C.
Middlesex Nash County
30. Stone, G. E.
King Stokes County
34. Lubchenko, N. E.
Harrisburg Cabarrus County
35. Rose, J. W.
Pikeville Wayne County
39. Gooding, G. V.
Kenansville Duplin County
40. Robertson, W. B.
Burnsville Yancey County
41. Tucker, E. V.
Grifton Pitt County
42. Clark, DeW. D.
Clarkton Bladen County
44. Hinnant-Wilford
Micro Johnston County
45. Cheves, W. G.
Bunn Franklin County
47. Stone, W. M.
Dobson Surry County
48. Thompson, Joseph
Creedmoor Granville County
49. Hackney, B. H.
Lucama Wilson County
51. Bonner, J. B.
Aurora Beaufort County
55. Dawson, W. E.
Hookerton Greene County
56. Lee, L. V.
Lattimore Cleveland County
57. Bridger, D. H.
Bladenboro Bladen County
61. Perry, A. H.
Wood Franklin County
63. Meyers, D. L.
Harmony Iredell County
65. Payne, J. W.
Waxhaw Union County
66. Sutton, C. W.
Richlands Onslow County
68. Beard, G. C.
Atkinson Pender County
70. Credle, C. S.
Colerain Bertie County
71. Currie, D. S.
Parkton Robeson County
74. Beasley, E. B.
Fountain Pitt County
75. Hawes, C. F.
Rose Hill Duplin County
76. McBee, Paul
Bakersville Mitchell County
77. Wright, J. E.
Macclesfield Edgecomb County
78. McGuire, B. B.
Newland Avery County
79. Fulp, J. F.
Stoneville Rockingham County
82. McMillan, J. M.
Candor Montgomery County
83. Bell, O. E.
Winton Hertford County
84. Howell, W. L.
Ellerbe Richmond County
85. Reeves, G. F.
East Bend Yadkin County
86. McBryde, M. H.
Milton Caswell County
88. Rosenbaum, M. M.
Shallotte Brunswick County
90. Brown, C. E.
Faith Rowan County
91. Dodd, B. R.
Rolesville Wake County
92. Maxwell, M. T.
Robbinsville Graham County
93. Hilburn, Caroline L.
Midland Cabarrus County
94. Bradshaw, T. G.
Sims Wilson County
97. Kinlaw, McC.
Pembroke Robeson County

98. Dawson, J. N.
Lake Waccamaw..... Columbus County
99. Long, F. Y.
Catawba..... Catawba County
101. Purdy, J. J.
Oriental..... Pamlico County
102. Parrette, Nettie C.
Robbinsville..... Graham County
103. Parker, C. G.
Woodland..... Northampton County
104. Hall, L. S.
Yadkinville..... Yadkin County
105. Hudson, J. H.
Vanceboro..... Craven County
106. Hayes, J. W.
Shallotte..... Brunswick County
107. Finney, J. R.
Boonville..... Yadkin County
108. Vassey, Thomas
Trenton..... Jones County
109. Dalton, William Bennett
Stokesdale..... Guilford County
110. Eagles, Charles Sidney
Saratoga..... Wilson County
111. Staton, Leon Raphael
Hayesville..... Clay County
112. Moore, Ernest Vic
Grover..... Cleveland County
113. Weathers, Rupert Ryan
Knightdale..... Wake County

List of Drug Stores

Revised June 1st, 1941

ABERDEEN
1. Bryan Drug Company, Inc.
2. McCrummen's Drug Store

AHOSKIE
3. Copeland Drug Company
4. Ahoskie Pharmacy
5. Walker-Holloman Drug Co., Inc.

ALBEMARLE
6. Loftin's Drug Store
7. Phillips Drug Store
8. Albemarle Drug Co., Inc.
9. Purcell Drug Co.

ANDREWS
10. Davis Drug Company

ANGIER
11. Overby's Drug Store
12. Adams and Young Drug Co.

APEX
13. H. O. Holland, Druggist
14. A. V. Baucom Pharmacy

ASHEBORO
15. Asheboro Drug Company
16. Reaves Pharmacy
17. Standard Drug Store
18. Randolph Drug Co.

ASHEVILLE
19. Asheville Pharmacy
20. Charlotte Street Drug Co., Inc.
21. Eckerd's of Asheville, N. C., Inc.
22. Finley's Depot Drug Co., Inc.
23. Goode's Drug Store
24. Grove Park Pharmacy
25. Haywood Street Pharmacy
26. Johnson Drug Company
27. McMinn Drug Store
28. Merrimon Avenue Pharmacy
29. Y. M. I. Drug Store (col.)
30. Mooneyham's Drug Store
31. Pinner's Drug Store
32. Public Service Pharmacy, Inc.
33. Adams-Blauvelt, Inc.
34. Kenilworth Drug Store
35. Liggett's Drug Store, No. 1150
36. Mullen's Pharmacy
37. Aiken and Horton
38. Norwood Pharmacy
39. Shigley's Drug Store
40. Cline's Drug Store
41. Hester's Pharmacy
42. Shigley's, Inc.

ATKINSON
43. Atkinson Drug Company

AULANDER
44. Aulander Pharmacy

AURORA
45. Windley Drug Store

AYDEN
46. Edwards Pharmacy
47. M. M. Sauls

BADIN
48. Badin Drug Company, Inc.

BAILEY
49. Etheridge Drug Store

BAKERSVILLE
50. Butt Drug Store
51. City Drug Store

BALFOUR
52. Wilson Pharmacy

BEAUFORT
53. F. R. Bell, Druggist
54. Joseph House, Druggist
55. Guthrie-Jones Drug Co.

BELHAVEN
56. O'Neal Drug Store

BELMONT
57. Belmont Drug Company
58. East Belmont Drug Store
59. Robinson's Drug Store
60. Catawba Pharmacy

BENSON
61. Benson Drug Company, Inc.
62. Peacock Drug Company
63. Warren Drug Company

BESEMER CITY
64. Central Drug Store
65. Curtis Pharmacy

BETHEL
66. H. L. Rives Drug Company

BILTMORE
67. Aiken's Pharmacy

68. Avera Drug Store
69. Biltmore Drug Store

BISCOE
70. Biscoe Drug Store

BLACK CREEK
71. Rice Drug Company

BLACK MOUNTAIN
72. Black Mountain Drug Company, Inc.
73. Jumper's Pharmacy
74. Economy Drug Company

BLADENBORO
75. Bridger Drug Store
76. Hutchinson's Drug Store

BLOWING ROCK
77. Blowing Rock Drug Co.

BOONE
78. Boone Drug Company
79. Carolina Pharmacy

BOONVILLE
80. Boonville Drug Company

BREVARD
81. Brevard Drug Co.
82. S. M. Macfie Drug Company
83. Long's Drug Store
84. Varner Drug Store, Inc.

BROADWAY
85. Broadway Drug Company

BRYSON CITY
86. Bryson City Drug Company
87. Sisk Drug Store

BUIE'S CREEK
88. Wiggins Drug Store

BUNN
89. Bunn Drug Company

BURGAW
90. Dees Drug Store

BURLINGTON
91. Acme Drug Company, Inc.
92. Asher-McAdams Drug Company
93. Burlington Drug Company, Inc.
94. City Drug Company, Inc.
95. Davis St. Pharmacy, Inc.
96. East End Drug Store
97 Heritage-Wilson Drug Company
98. E. S. White Pharmacy
99. Mitchells Drug Store
100. Main Street Drug Co., Inc.
101. Mann's of Burlington, N. C., Inc.
102. Worth Street Drug Store (col.)

BURNSVILLE
103. Robertson Brothers, Druggists
104. Pollard's Drug Store

CANDOR
105. Candor Drug Company

CANTON
106. Canton Drug Store
107. Martin's Drug Store
108. Champion Cut-Rate Drug Store
109. Hendrix Drug Store

CAROLEEN
110. Henrietta Mill Store, No. 2

CAROLINA BEACH
111. Hall's Carolina Beach Drug Store

CARRBORO
112. Senter's Drug Store

CARTHAGE
113. Shields' Drug Company

CARY
114. Adams Drug Store

CATAWBA
115. Catawba Drug Company

CHADBOURN
116. John E. Koonce Drug Company
117. Waccamaw Drug Company

CHAPEL HILL
118. Eubanks Drug Company
119. Sutton Drug Store
120. Pritchard Drug Company
121. Carolina Pharmacy

CHARLOTTE
122. Blair Bros. and Company
123. Carolina Cut Rate Drug Store, Inc.
124. Carolina Pharmacy
125. Charlotte Drug Company
126. Eckerd's of Charlotte, N. C., Inc.
127. Independence Drug Store
128. Meyers Park Pharmacy
129. Perry Drug Store
130. Sterling Drugs
131. Stonewall Pharmacy
132. James P. Stowe and Company
133. T. A. Walker, Druggist
134. Yates Pharmacy
135. Walgreen Co.
136. Park Place Pharmacy, Inc., No. 1
137. Rex Drug Store (col.)
138. McNeely Drug Co., Inc.
139. Boulevard Pharmacy
140. Plaza Drug Store
141. Merriman's Pharmacy
142. Elizabeth Drug Store
143. Home Drug Co.
144. Liggett's Drug Store, No. 1151
145. Lisk Pharmacy
146. Lisk Pharmacy, No. 2
147. Selwyn Cut Rate Drug Store, Inc.
148. Hoskins Drug Company
149. Wesley Heights Pharmacy
150. Yancey's Drug Store (col.)
151. Nance Drug Store
152. The York Drug Company
153. Hawthorne Pharmacy
154. Bizzell's Pharmacy
155. Charlotte Service Drug Store, Inc.
156. Bailey's Prescription Shop
157. Smith-Henderson Pharmacy
158. Stanley Drug Stores, Inc., No. 1
159. Stanley Drug Stores, Inc., No. 2
160. Stanley Drug Stores, Inc., No. 3
161. L. H. Stone Drug Company
162. Niven Drug Company
163. Sapp's Cut Rate Drugs
164. Hardee's Pharmacy

CHERRYVILLE
165. Allen Drug Company
166. Houser Drug Company, Inc.

CHINA GROVE
167. Hart's Drug Store
168. China Grove Drug Co.

CLARKTON
169. G. L. and E. S. Clark

CLAYTON
170. Beddingfield Brothers
171. Whitley-Bain Drug Company

CLEVELAND
172. Cleveland Drug Company

CLIFFSIDE
173. Mills Drug Company

CLINTON
174. Butler's Pharmacy
175. Moseley-Chesnutt
176. Joe Reynolds, Inc.
177. Register Drug Store

CLYDE
178. Clyde Pharmacy

COATS
179. Roycroft Drug Co.

COLERAIN
180. Wade's Pharmacy

COLUMBIA
181. Columbia Drug Company
182. Main Street Pharmacy

CONCORD
183. Cabarrus Drug Company
184. Clines Pharmacy
185. Gibson's, Inc.
186. Pearl Drug Company, Inc.
187. Porter Drug Company, Inc.
188. Airheart Pharmacy
189. Whitmore Drug Company

CONOVER
190. Conover Drug Company
191. Bowman Drug Company

CONWAY
192. Taylor Drug Company

COOLEEMEE
193. Cooleemee Drug Company

CORNELIUS
194. Guion Drug Company

CRAMERTON
195. Cramerton Drug Company
196. The Moss Drug Company

CREEDMOOR
197. Creedmoor Drug Company

DALLAS
198. P. D. Summey, Druggist

DAVIDSON
199. White Drug Company
200. College Pharmacy

DENTON
201. Denton Drug Store

DOBSON
202. W. M. Stone, Druggist

DRAPER
203. Draper Pharmacy
204. Rockingham Drug Store

DUNN
205. Fitchett Drug Company, Inc.
206. Butler & Lee Drug Co.
207. Hood Drug Company
208. Dunn Pharmacy

DURHAM
209. Bull City Drug Store (col.)
210. Eckerd's of Durham, N. C., Inc.
211. Person Street Pharmacy (col.)
212. Boone Drug Co.
213. C. E. King and Son
214. McKay's Pharmacy
215. Montague's Pharmacy
216. North Durham Drug Store
217. Rogers' Drug Company
218. Westside Pharmacy
219. Taylor Drug Company
220. Durham Drug Company
221. Hospital Pharmacy
222. L. and M. Drug Company
223. Coleman's Drug Store
224. Duke Hospital Pharmacy
225. Garrett's Biltmore Drug Store (col.)
226. Mangum Street Pharmacy
227. Roland H. Parker
228. Watts Hospital Pharmacy
229. United Cigar-Whelan Stores Corporation
230. Walgreen Drug Company
231. Holloway Street Pharmacy
232. People's Cut Rate Drugs

EAST BEND
233. East Bend Drug Store

EAST DURHAM
234. Crabtree Pharmacy
235. Carswell Drug Company

EDENTON
236. Mitchener's Pharmacy, Inc.
237. Leggett and Davis, Inc.

ELIZABETH CITY
238. The Apothecary Shop
239. Overman and Stevenson
240. City Drug Store
241. Jacock's Pharmacy
242. Albemarle Cut Rate Drugs

ELIZABETHTOWN
243. Hutchinson Drug Store
244. Robinson Drug Co.
245. Bennett-Stone Pharmacy

ELKIN
246. Abernethy's Pharmacy
247. Turner Drug Company
248. Elk Pharmacy

ELLERBE
249. Warner Drug Co.

ELM CITY
250. Elm City Pharmacy
251. Dixon Drug Company

ENFIELD
252. W. E. Beavens
253. Harrison Drug Company
254. Whitehead Drug Company

ENKA
255. Community Pharmacy
256. Elson's, The Rexall Drug Store

ERWIN
257. E. R. Thomas Drug Company

FAIR BLUFF
258. Rogers Drug Store
259. Floyd-Anderson Drug Company

FAIRMONT
260. Fairmont Drug Company
261. Mitchell-Caudell, Druggists

FAISON
262. Morton Drug Store

FAITH
263. H. A. Fesperman Co.

FALLSTON
264. Lackey Drug Company

FARMVILLE
265. Wheless Drug Company, Inc.
266. City Drug Company

FAYETTEVILLE
267. H. R. Horne and Sons
268. Mackethan and Company, Druggists
269. Matthews Pharmacy
270. Perry's Drug Store (col.)
271. Souder's Pharmacy
272. White's Drug Store
273. Saunders Drug Store
274. Reeves Cash Drug Store
275. Wooten-Hall Drug Store
276. Service Drug Store (col.)
277. Henderson's Drug Store (col.)
278. Fayetteville Drug Co.

FOREST CITY
279. People's Drug Store
280. Forest City Drug Company
281. Piedmont Drug Company
282. Smith's Cut Rate Drug Store

FOUNTAIN
283. Beasley Drug Company

FOUR OAKS
284. Four Oaks Drug Company

FRANKLIN
285. Angel Drug Store
286. Perry's Drug Store

FRANKLINTON
287. L. W. Henderson's Pharmacy

FREMONT
288. Whitley Drug Company

FUQUAY SPRINGS
289. Elliott's Pharmacy
290. Johnson's Drug Store

GARLAND
291. L. A. Warren, Druggist

GARNER
292. Brown's Drug Store

GASTONIA
293. East Gastonia Pharmacy
294. Firestone Drug Store
295. Caldwell's Drug Store
296. Victory Drug Store
297. Kennedy's, Inc.
298. Franklin Drug Store
299. Smith's Drug Store
300. Cox Drug Company

GIBSON
301. Gibson's Drug Company

GIBSONVILLE
302. Gibsonville Drug Co.

GLEN ALPINE
303. Clinic Drug Store

GOLDSBORO
304. Andrews Drug Company
305. Brown Drug Company, Inc.
306. Goldsboro Drug Company
307. Cash Drug Store
308. Waters Drug Store
309. Vinson Drug Store
310. Jackson Drug Co. (col.)
311. Robinson's Drug Store
312. Wells and Son Drug Co.
313. Ratley-Harris Drug Co.

GRAHAM
314. Graham Drug Company
315. Wrike Drug Company

GRANITE FALLS
316. Caldwell Drug Store

GREENSBORO
317. Asheboro Street Pharmacy
318. Best Drug Store
319. C. C. Fordham Drug Store
320. McDuffie-Eubanks Drug Co.
321. Green Street Drug Company
322. King Cotton Drug Store
323. Liggett's Drug Store, No. 1152
324. McNeely's Drug Store
325. Carolina Pharmacy
326. Elam Drug Company
327. Cecil-Russell Drug Co., Inc.
328. Crutchfield's Incorporated Drug Store
329. College Drug Store
330. Textile Drug Co.
331. West Market Pharmacy
332. Cline Drug Co.
333. Walgreen Co.
334. Elm Street Pharmacy
335. Mann's O'Henry Drug Store
336. Morrow Drug Store (col.)
337. Revolution Drug Company
338. Five Points Pharmacy
339. Greensboro Drug Company
340. Ham Drug Company
341. Home Drug Store
342. The New White Oak Drug Company
343. Eccles-Wynn Drug Store
344. State Street Drug Store
345. Wilkerson-McFalls Drug Company
346. Guilford Drug Store, Inc.

GREENVILLE
347. Greenville Drug Company
348. Rena Horne Drug Co.
349. B. S. Warren, Druggist
350. Bissett's Drug Store
351. Hill Horn Druggist
352. Hollowell Drug Company
353. Harrison Drug Store
354. Bell's Pharmacy
355. Ernest Brown Drug Company

GRIFTON
356. Grifton Pharmacy

GROVER
357. People's Drug Company

HALIFAX
358. Vinson's Pharmacy

HAMLET
359. C. & W. Pharmacy
360. Birmingham Drug Company
361. Culbreth Drug Store

HARRISBURG
362. Dr. N. E. Lubchenko

HAW RIVER
363. Purity Drug Company

HAYESVILLE
364. Hayesville Pharmacy

HAZELWOOD
365. McKay's Pharmacy

HEMP
366. McCrimmon Drug Company

HENDERSON
367. Kerner Drug Company
368. Miles Pharmacy
369. Page-Hocutt Drug Company
370. Southside Drug Company
371. Parker's Drug Store
372. Woolard's
373. White Brothers Drug Company
374. Douglas Drug Store (col.)
375. People's Service Drug Store

HENDERSONVILLE
376. Jackson Pharmacy
377. Justus Pharmacy
378. Wilson Drug Company
379. Freeze Drug Company, Inc.
380. Economy Drug Company
381. Rose Pharmacy

HERTFORD
382. Roberson's Drug Store

HICKORY
383. Hickory Drug Company
384. Lutz Drug Store
385. Shook Drug Company
386. King's Pharmacy
387. Ninth Avenue Pharmacy
388. Bonner's Drug Store
389. Economy Drug Co., Inc.
390. Highland Drug Store
391. Main Drug Company

HIGHLANDS
392. Highlands Drug Store

HIGH POINT
393. Arthur's Pharmacy
394. Leonard's Drug Store
395. Cecil's Drug Store, Inc.
396. Hoffman's Drug Company
397. Ingram's Pharmacy
398. Eckerd's of High Point, N. C., Inc.
399. Mann Drug Company, No. 1
400. Mann Drug Company, No. 2
401. C. A. Ring and Sons
402. Washington Street Pharmacy (col.)
403. Betts Drug Company
404. Anderson's West End Drug Store
405. Walgreen Company
406. McLarty Drug Co.
407. Ring-Harris Pharmacy
408. Koonts-McGhee Drug Company

HILLSBORO
409. W. A. Hayes Drug Store
410. James Pharmacy

HOOKERTON
411. Hardy's Drug Store

HOPE MILLS
412. Bynum Drug Store

HOT SPRINGS
413. Mountain Park Pharmacy

HURDLE MILLS
414. D. L. Whitfield and Company

JACKSON
415. Jackson Drug Company

JACKSONVILLE
416. Johnson's Drug Store

JONESBORO
417. Lee Drug Store

KANNAPOLIS
418. Kannapolis Drug Company
419. F. L. Smith Drug Company
420. Center View Pharmacy, Inc.
421. Martin Drug Co.
422. Black's Drug Store
423. Mann's of Kannapolis, N. C., Inc.
424. Black's Drug Store, No. 2

KENANSVILLE
425. Kenansville Drug Co.

KENLY
426. Fulghums Drug Store
427. Kenly Drug Company

KERNERSVILLE
428. Pinnix Drug Store
429. Jones Drug Store

KING
430. King Drug Company

KING'S MOUNTAIN
431. Griffin Drug Company
432. King's Mountain Drug Co.
433. Piedmont Drug Store

KINSTON
434. J. E. Hood and Company
435. E. B. Marston Drug Company
436. Chadwick Drug Co.
437. Temple Drug Co., Inc.
438. The City Drug Co.
439. Harry Sutton Drug Store
440. Standard Drug Company
441. College Street Pharmacy
442. Kinston Drug Company

KNIGHTDALE
443. Knightdale Pharmacy

LAGRANGE
444. Adams Drug Company

LAKE WACCAMAW
445. Lake Drug Store

LANDIS
446. Linn-Edwards Drug Company

LATTIMORE
447. Brilee Drug Company

LAURINBURG
448. Everington Drug Store
449. J. T. Fields, Jr.
450. Laurinburg Drug Store
451. Scotland Drug Company
452. Summerlin Drug Store

LEAKSVILLE
453. Carolina Drug Company
454. Chandler Drug Company
455. Chandler Drug Company (Store No. 2)

LENOIR
456. Ballew's Cash Pharmacy
457. McNairy's Drug Store
458. Lenoir Drug Store
459. Dayvault's Drug Store

LEXINGTON
460. City Drug Company, Inc.
461. Lexington Drug Company
462. People's Drug Store, Inc.
463. Purcell Drug Company

LIBERTY
464. Liberty Drug Co.
465. L. B. Grantham Drug Store

LILLINGTON
466. LaFayette Drug Co.
467. Kelly's Drug Store

LINCOLNTON
468. Lawing and Costner
469. Economy Drug Co.
470. Lincolnton Cut Rate Drugs, Inc.

LITTLETON
471. Browning's Drug Store Co.
472. G. A. Threewitt's Drug Company

LOUISBURG
473. F. R. Pleasants, Druggist
474. Scoggins Drug Store
475. Boddie Drug Store

LOWELL
476. Lowell Drug Company

LUCAMA
477. Cash Drug Store

LUMBERTON
478. Hedgepeth's Pharmacy, Inc.
479. Johnson's Drug Store
480. Lumberton Drug Company
481. J. D. McMillan and Son
482. Hargrove's Pharmacy
483. Sanford Drug Company

MACCLESFIELD
484. Martin Drug Co.

MADISON
485. R. A. Ellington Drug Company, Inc.
486. Madison Drug Co., Inc.

MAIDEN
487. Campbell's Drug Store

MARION
488. Kirby Drug Company, Inc.
489. Streetman Drug Company
490. Tainter's
491. McDowell Drug Store
492. Marion Drug Company

MARSHALL
493. Moore's Pharmacy
494. Roberts Pharmacy

MARS HILL
495. Mars Hill Pharmacy

MARSHVILLE
496. Guion's Drug Store
497. Union Drug Co.
498. McBride's Drug Store

MATTHEWS
499. Matthews Drug Company

MAXTON
500. Austin Drug Company, Inc.
501. Maxton Drug Store

MEBANE
502. Mebane Drug Company
503. Carolina Drug Company
504. Warren's Drug and Seed Store

MICRO
505. Hinnant Drug Company

MIDDLESEX
506. Finch Drug Company

MIDLAND
507. Midland Pharmacy

MILTON
508. Milton Drug Company

MOCKSVILLE
509. Le Grand's Pharmacy
510. Hall-Kimbrough Drug Company

MONROE
511. Gamble Drug Company
512. Secrest Drug Company
513. Wilson Drug Company
514. Jones Drug Co., Inc.

MOORESVILLE
515. George C. Goodman and Company
516. Miller Drug Company, Inc.
517. Mooresville Drug Company
518. J. A. White and Company

MOREHEAD CITY
519. Walter Hufham, Druggist
520. Morehead City Drug Company

MORGANTON
521. Kibler Drug Company
522. Cornwell Drug Company
523. The Spake Pharmacy
524. Cornwell Drug Store, No. 2

MORVEN
525. Morven Drug Company, Inc.

MOUNT AIRY
526. Hollingsworth Drug Company
527. Hollingsworth Pharmacy
528. W. S. Wolfe Drug Company
529. Lamm Drug Company
530. Turnmyre's Drug Store

MT. GILEAD
531. Cochrane-Ridenhour Drug Company

MT. HOLLY
532. Holland Drug Company
533. Summey Drug Company

MOUNT OLIVE
534. Aaron's Pharmacy, Inc.
535. W. E. Lewis, Druggist
536. Glenn and Martin

MOUNT PLEASANT
537. A. W. Moose Company

MURFREESBORO
538. Nicholson Pharmacy

MURPHY
539. R. S. Parker
540. Mauney Drug Co.

NASHVILLE
541. Ward Drug Company
542. Baker's Drug Store

NEW BERN
543. Joe Anderson's Drug Store
544. Duffy's Drug Store
545. Five Points Drug Store (col.)
546. Pinnix Drug Store
547. Toney's Drug Store
548. Bynum's Drug Store
549. Clark's Drug Service

NEWLAND
550. Bear Trail Drug Store

NEWTON
551. H. & W. Drug Company
552. North Newton Drug Store
553. City Pharmacy
554. Smith Drug Store

NORLINA
555. Walker Drug Company, Inc.

NORTH CHARLOTTE
556. Hand's Pharmacy

NORTH WILKESBORO
557. North Wilkesboro Drug Company
558. Wilkes Drug Store
559. R. M. Brame and Sons
560. Horton's Drug Store
561. Red Cross Pharmacy

NORWOOD
562. Norwood Drug Company

OAKBORO
563. Barger Drug Store

OLD FORT
564. Bradley Drug Company
565. Old Fort Drug Company

ORIENTAL
566. Oriental Drug Co.

OXFORD
567. J. G. Hall (Estate)
568. Herring Drug Co.
569. Lyon Drug Company
570. Williams Drug Company

PARKTON
571. Gram Drug Company

PEMBROKE
572. Pembroke Drug Store

PIKEVILLE
573. Pikeville Drug Store

PILOT MOUNTAIN
574. Smith Drug Store
575. Surry Drug Company

PINEHURST
576. Carolina Pharmacy, Inc.
577. Pinehurst Pharmacy

PINE LEVEL
578. Godwin Drug Co.

PINETOPS
579. Service Drug Store

PINEVILLE
580. Pineville Drug Company

PITTSBORO
581. G. R. Pilkington, Druggist
582. Pittsboro Drug Store

PLYMOUTH
583. E. G. Arps
584. Arps Pharmacy

POMONA
585. Pomona Drug Store

PRINCETON
586. Holt's Pharmacy

RAEFORD
587. Hoke Drug Company
588. Reaves Drug Store, Inc.

RALEIGH
589. Boon-Iseley Drug Company
590. College Court Pharmacy
591. Edwards Drug Company
592. Galloway's Professional Pharmacy
593. Hamlin's Drug Company, Inc. (col.)
594. City Drug Store
595. Parker Drug Company
596. Person Street Pharmacy
597. Saunders Street Pharmacy
598. Sir Walter Drug Store, Inc.
599. Walton's Pharmacy
600. Johnson Drug Store
601. State Drug Store
602. Wilmont Pharmacy
603. Eckerd's of Raleigh, N. C., Inc.
604. Person Street Pharmacy, No. 2
605. Jordan's Drug Store
606. Brantley and Son, Inc.
607. Cromley-Melvin Drugs, No. 2
608. Central Drug Store (col.)
609. Cromley-Melvin Drugs
610. Mayes Pharmacy (col.)
611. Pine Drug Company, Inc.
612. Walgreen Company
613. Franklin's Carolina Pharmacy
614. Coxe-Ferguson Drugs
615. Community Drug Store (col.)
616. Franklin Pharmacy
617. City of Raleigh Drug Dispensary
618. North Carolina Drug Laboratory
619. Rex Hospital Pharmacy
620. Ferguson Drugs

RAMSEUR
621. Ramseur Pharmacy, Inc.

RANDLEMAN
622. Randleman Drug Company
623. Economy Drug Company

RED OAK
624. Dr. J. H. Martin

RED SPRINGS
625. Red Springs Drug Company
626. Townsend's Pharmacy

REIDSVILLE
627. Gardner Drug Store
628. Mann's Drug Store
629. Dailey-Thompson Drug Store
630. Reidsville Drug Company (col.)

RICHLANDS
631. Hood Drug Store

RICH SQUARE
632. Bolton's Drug Company

ROANOKE RAPIDS
633. Roanoke Pharmacy
634. Taylor's Drug Store
635. Rosemary Drug Company
636. Matthews Drug Co.
637. Griffin Drug Company, Inc.

ROBBINSVILLE
638. Ingram's Drug Store
639. Maxwell's Drug Store

ROBERSONVILLE
640. David Grimes Drug Company

ROCKINGHAM
641. Fox Drug Company, Inc.
642. Bristow Drug Company

ROCKWELL
643. Rockwell Drug Company

ROCKY MOUNT
644. Burnett Drug Company (col.)
645. Douglas-Armstrong Drug Company (col.)
646. H. L. Hicks Drug Company
647. Kyser Drug Company, Inc.
648. May and Gorham
649. I. W. Rose Drug Company, Inc.
650. Standard Drug Company, Inc.
651. The C. O. D. Drug Co., Inc.
652. Thompson Pharmacy
653. Matthews Drug Store
654. Saunders Drug Store

ROLESVILLE
655. Rolesville Drug Co.

ROSEBORO
656. Melvin Brothers
657. Tart and West

ROSE HILL
658. Miller's Drug Store

ROWLAND
659. Rowland Drug Company
660. Curtis Drug Company

ROXBORO
661. Hambrick, Austin and Thomas
662. Roxboro Drug Company
663. Thomas and Oakley
664. A. B. Drug Company

ROXBORO (CA-VEL)
665. Adair Drug Store

RURAL HALL
666. Rural Hall Drug Co., Inc.

RUTHERFORDTON
667. Rutherford Drug Company
668. Sloan Drug Company

SALEMBURG
669. Salemburg Drug Company

SALISBURY
670. Carter & Trotter, Inc.
671. Innes Street Drug Company
672. Main Drug Company, Inc.
673. Peeler Drug Company
674. Purcell Drug Company
675. Purcell Drug Company, No. 2
676. Tom's Drug Store, Inc.
677. Malone Cut Rate Drug Store, Inc.
678. Fulton Street Pharmacy, Inc.

SANFORD
679. Acme Drug Company
680. Crabtree Drug Company
681. Lee Drug Company
682. Dr. I. H. Lutterloh
683. Philip Boykin Drug Company, Inc. (col.)
684. Thomas Drug Store
685. Rimmer Drug Store

SARATOGA
686. Saratoga Drug Company

SCOTLAND NECK
687. North End Drug Store
688. Whitehead's
689. Hall's Drug Store

SEABOARD
690. Hale's Pharmacy

SELMA
691. Selma Drug Company
692. Creech Drug Co.
693. Bill Creech's Drug Store
694. Woodard and Creech Drug Company, Inc.

SHALLOTTE
695. Swain Drug Co.
696. Costal Drug Store

SHELBY
697. Cleveland Drug Company
698. Julius A. Suttle
699. Paul Webb & Son
700. The Dennis Drug Company
701. R. E. C. Drug Store
702. Bolt's Drug Store
703. Kendall-Spangler Drug Co.

SILER CITY
704. Siler City Drug Co.
705. Taylor Drug Store

SIMMS
706. Nichols Drug Store

SMITHFIELD
707. Hood Brothers, Inc.
708. Stallings Pharmacy
709. Upchurch Pharmacy
710. Johnson Drug Co.

SOUTHERN PINES
711. Broad Street Pharmacy
712. Sandhill Drug Co., Inc.
713. Southern Pines Pharmacy

SOUTHPORT
714. Watson's Pharmacy Company

SPARTA
715. B. and T. Drug Company

SPENCER
716. H. M. Cooke Pharmacy
717. Rowan Drug Company

SPINDALE
718. Spindale Drug Company
719. Main Drug Store

SPRAY
720. Spray Drug Company
721. Tri-City Pharmacy

SPRING HOPE
722. Hale's Pharmacy
723. South Side Pharmacy
724. Spring Hope Pharmacy

SPRUCE PINE
725. Spruce Pine Pharmacy
726. Day's Drug Store

STANTONSBURG
727. Stantonsburg Drug Company

STAR
728. Wallace Drug Store

STATESVILLE
729. Logan Stimson and Son
730. Statesville Drug Company, Inc.
731. Purcell Drug Company
732. Holmes Drug Store, Inc.
733. Hawkins Cut Rate Drug Co.
734. Fisher Drug Company

STOKESDALE
735. Powell Drug Store

STONEVILLE
736. Stoneville Drug Store

STOVALL
737. Puckett's Drug Company

ST. PAULS
738. Grantham Drug Company
739. St. Pauls Drug Company, Inc.

SWANNANOA
740. Ward's Drug Store

SYLVA
741. Sylva Pharmacy
742. Hooper Drug Store

TABOR CITY
743. Harrelson Pharmacy
744. Prince Drug Company

TARBORO
745. Bryan's Pharmacy
746. R. E. L. Cook
747. Edgecombe Drug Company
748. Garrett's Drug Store (col.)
749. E. V. Zoeller and Company

TAYLORSVILLE
750. Munday's Drug Store
751. People's Drug Store

THOMASVILLE
752. Thomasville Drug Company
753. Mann's of Thomasville, Inc.
754. Webb's Drug Store

TRENTON
755. Trenton Drug Company

TROUTMAN
756. Troutman Drug Co.

TROY
757. Troy Drug Store
758. Standard Drug Company

TRYON
759. Missildine Pharmacy
760. The Owen Pharmacy

VALDESE
761. People's Drug Store
762. The Rock Drug Company

VANCEBORO
763. Ivey Guthrie Drug Store

VARINA
764. Thomas' Drug Store

VASS
765. Vass Drug Store

WADESBORO
766. Fox and Lyon
767. Parsons Drug Company, Inc.

WAGRAM
768. Wagram Drug Co.

WAKE FOREST
769. T. E. Holding and Company, Inc.
770. Hardwicke's Pharmacy

WALLACE
771. Dees Pharmacy
772. Miller's Drug Store

WALNUT COVE
773. Bray Drug Store

WALSTONBURG
774. Jenkins Drug Store

WARRENTON
775. Boyce Drug Company
776. Hunter Drug Company, Inc.

WARSAW
777. Warsaw Drug Company

WASHINGTON
778. Whitford Drug Company
779. S. H. Reid, Prescription Druggist
780. Worthy and Etheridge
781. Tayloe Brothers and Co.
782. Welsh's Drug Store
783. Swindell's

WAXHAW
784. Waxhaw Drug Company

WAYNESVILLE
785. Alexander's Drug Store
786. Waynesville Pharmacy
787. Smith's Drug Store

WEAVERVILLE
788. Weaverville Drug Company

WELDON
789. Terminal Drug Store (col.)
790. Weldon Drug Company
791. Selden's Pharmacy

WENDELL
792. W. R. Nowell Drug Store
793. Wendell Drug Company

WEST ASHEVILLE
794. Bilbro's Drug Store

795. West Asheville Pharmacy
796. Palace Pharmacy
797. Carolina Pharmacy

WEST DURHAM
798. Brewer's Drug Store
799. McDonald Drug Store

WEST END
800. West End Pharmacy

WEST JEFFERSON
801. Graybeal's Drug Store

WHITAKERS
802. Burnett's Drug Store

WHITEVILLE
803. J. A. McNeill & Sons
804. Guiton's Drug Store
805. Columbus Drug Store
806. Easley's Pharmacy (col.)
807. Davis Pharmacy

WILKESBORO
808. Newton Cut Rate Drug Store

WILLIAMSTON
809. Davis Pharmacy
810. People's Drug Store of Williamston, Inc.
811. Clark's Pharmacy, Inc.

WILMINGTON
812. Futrelle's Pharmacy
813. Green's Drug Store
814. Hall's Drug Store
815. Hanover Drug Company
816. Jarman's Pharmacy
817. Saunders Drug Company
818. Southside Drug Company
819. Standard Pharmacy
820. Toms Drug Company
821. Greenfield Drug Co.
822. Brooklyn Pharmacy
823. Fair Price Drug Store
824. Hall's Market Street Drug Store
825. Ideal Pharmacy
826. Service Drug Store

WILSON
827. Barnhill's Drug Store
828. Herring's Drug Store
829. Ideal Pharmacy (col.)
830. Bissett's Drug Store, No. 3
831. Roy Moore's Drug Store, Inc., No. 1
832. Turlington and Morrison
833. Wilson Drug Company, Inc.
834. Shade's Pharmacy (col.)
835. Terminal Drug Store
836. Bissett's Drug Store

WINDSOR
837. Pugh's Pharmacy
838. Windsor Pharmacy Company, Inc.

WINSTON-SALEM
839. Cresent Drug Company
840. Hutchin's Drug Store
841. Rufus Hairston Drug Store
842. Nissen Drug Company, Inc.
843. E. W. O'Hanlon, Inc.
844. Patterson Drug Company
845. Summitt Street Pharmacy, Inc.
846. United Retail Drug Store
847. Swaney Drug Store
848. Woodland Pharmacy, Inc. (col.)
849. Bobbitts Pharmacy
850. Willson Drug Store
851. Walgreen Co.
852. Carolina Drug Store, Inc.
853. Allen's Modern Drug Store
854. King-Wheeler Drug Co.
855. Standard Drug Co.
856. Welfare's Drug Store
857. Singletary's Drug Store
858. Bobbitt Drug Co.
859. Andrews Drug Store
860. Acme Drug Store (col.)
861. The York Drug Company
862. Ray Drug Company
863. Arcadia Drug Company
864. Swaney's Drug Store, No. 3
865. Wilson Drug Store
866. Macon-Neely Drug Store (col.)
867. Swaney's Drug Store, No. 2
868. Wilson's Hospital Pharmacy
869. Bobbitt's College Pharmacy
870. Driggers Drug Store
871. Service Drug Company (col.)

WINTON
872. Bell Drug Company

WOOD
873. Wood Drug Store

WOODLAND
874. Parker-Taylor Drug Company

YADKINVILLE
875. Yadkin Drug Store

YANCEYVILLE
876. Yanceyville Drug Company

YOUNGSVILLE
877. Timberlake Drug Store

ZEBULON
878. Zebulon Drug Company

7 Reasons Why You, *Mr. Druggist,* Should Push Capudine

1. PRODUCT and ADVERTISING comply fully with all provisions of the new Food, Drug and Cosmetic Act.
2. A Fair Trade item that assures generous profit.
3. 5% CASH BONUS (in addition to jobbers discount) on $8.00 quantities or more.
4. Our newspaper advertising alone reaches over one million people each week in North Carolina.
5. 481% PROFIT when dispensed over the fountain from the one pint size.
6. FASTER stock turnover from increased volume of sales.
7. Capudine Chemical Co. has been serving the druggists of North Carolina for over 40 years.

CAPUDINE CHEMICAL CO. RALEIGH, N. C.

The Seeman Printery, Inc.

Where Good *Printing is a Habit*

WE SPECIALIZE IN SATISFACTION
AND PROMPTNESS

Printers in Durham, N. C., Since 1885



Write or Call
C. H. SMITH
Phone 3-5208 Charlotte, N. C. Box 1001

Prescription Balances Repaired

Accurately
Speedily Economically

Our convenient Southern location and competent shop technicians eliminate useless waiting and decrease repair costs.

PHIPPS & BIRD, Inc.
915C E. Cary Street Richmond, Va.

A. Coke Cecil, Ph. C., Rg. Ph.

CECIL'S DRUG STORE
High Point, N. C.

Druggist - Traveler - Ventriloquist
Magician - Hypnotist - Prestidigitator

Entertainer De Luxe

Entertainment for: Schools, Churches, Clubs, Banquets and Lodges

Write, Wire or Phone for Open Date

PROTECTED PROFITS • • • *For The* DRUGGIST



Retail druggists respect the EVERFRESH controlled quality and standardly maintained price. Everfresh Citrate of Magnesia is made under strictest pharmaceutical conditions. Its dependable quality is due to exact measure, exact strength, and exact sterility. Everfresh sells for 25¢ everywhere!

ORDER EVERFRESH FROM YOUR JOBBER

EVERFRESH
CITRATE OF MAGNESIA

The McCAMBRIDGE & McCAMBRIDGE CO.
12 L STREET, S. E. -:- WASHINGTON, D. C.

For More Than Fifty Years

DAVID'S

Sanative Wash

Has been the standard remedy for Scabies (the Itch) over the Southeastern States.

The current deal is

One bottle free with each 11/12 dozen.

From your own Wholesaler or from

OWENS & MINOR DRUG CO.

Incorporated

1000 E. Cary Street Richmond, Virginia

Who have been Good Wholesalers since 1882

Doll Up Your Store

PUT PEP IN CHRISTMAS SALES

50 yds. Virginia White Pine or Mountain Laurel roping $5.00

4 24-inch Christmas Wreaths of White Pine, Laurel or Hemlock 2.00

2 lbs. Treated Christmas Red Transparent Oak Sprays (enough for four vases or two window displays—prettiest stuff you ever saw—lasts all winter) 4.00

Your check for $10.00 does it—half of the above $5.50

Place your order now to be shipped later

W. M. Woodruff's Sons & Company

Lowgap, North Carolina

The Carolina Journal of Pharmacy

PUBLISHED MONTHLY BY THE
NORTH CAROLINA PHARMACEUTICAL ASSOCIATION
AT CHAPEL HILL, N. C.
W. J. SMITH, MANAGING EDITOR
Entered as second-class matter July 5, 1922, at the post office at Chapel Hill, North Carolina under the Act of March 3, 1879

Annual Subscription, $1.00 — Single Numbers, 15 Cents

Vol. XXII — NOVEMBER, 1941 — No. 11

The 1941 Revenue Bill

The new Federal Tax Bill, providing for a 10% retail sales tax on cosmetics, furs and jewelry, became effective on October 1. Druggists, already burdened with an excessive amount of record keeping, assumed this additional responsibility with practically no instructions from the Internal Revenue Department. For this reason there has been considerable confusion as to exactly what to tax and the proper method for recording the sale in order to avoid dispute at tax collecting time.

Although officials of the N. C. P. A. possess little information which has not already appeared in various trade publications we are publishing this month, in condensed form, a summary of the Bill together with a list of taxable merchandise. The article, prepared by Attorney F. O. Bowman, appears on pages 273-276.

If you get tired of recording taxable sales, stop a minute and think how much harder it would be to pay the tax yourself. The Bill, as originally written, was a retailers' tax—an additional tax heaped upon your business. Due to the aggressive efforts of local, state and national associations, the Bill was finally amended to include a "pass on" clause.

While the Bill was being considered in Washington, Attorney Bowman made three trips to the Nation's capital in your interests. Had not the various associations demanded the tax be properly placed on the consumer, you would undoubtedly be paying the tax today, which, in turn, would have been ruinous to your business in cosmetics.

Do These Things

Keep track of all sales of merchandise affected by the law.

Include not only cosmetics and toiletries but watches, clocks and jewelry.

Collect the 10 per cent tax on all taxable sales.

Do not infer that the tax is not passed on.

Have your records clear in order to avoid dispute at tax-collecting time.

Merchandising Clinics

Beginning in Asheville on November 10 and continuing in Charlotte, Winston-Salem, Durham and Goldsboro on successive days, the N. C. P. A. will sponsor a series of five one-day Merchandising Clinics. A caravan of outstanding speakers has been scheduled on the programs, details of which are listed on pages 264-265.

Arrange now to attend one of these meetings—you'll not be disappointed.

New Departments

Two new departments have been added to the JOURNAL this month: (1) Notes and Queries by Professor H. M. Burlage of Chapel Hill and (2) The Woman's Auxiliary Page, edited by Mrs. W. J. Smith, a member of the Women's Auxiliary.

Frequently inquiries reach the Secretary's desk from members of the Association and readers of the JOURNAL who desire specific information regarding prescription room problems encountered by them during the course of their daily work. In order to facilitate matters, Professor Burlage has agreed to render whatever assistance he can in the solution of these problems. Prescriptions of general interest encountered by Professor Burlage will be published monthly provided sufficient interest is manifested in this new service.

Professor Burlage, past President of Rho Chi, National Pharmaceutical Scholastic Society, and former Chairman of the Scientific Section of the American Pharmaceutical Association, is well qualified to handle this new assignment. For the past ten years he has taught pharmacy at the U. N. C. School of Pharmacy and thus has had an opportunity to study many problems which daily confront the practicing pharmacist.

For sometime the Editor of the JOURNAL has been aware of the fact that the publication is being widely read by the wives of pharmacists, especially those who are members of the Women's Auxiliary. In order to recognize this particular group and to give publicity to the activities of the various local auxiliaries, the second department mentioned above has been inaugurated.

Constructive criticism of the existing JOURNAL setup with suggestions for further improvement of the publication will be welcomed by the Editor.

Brain Buster

At a recent gathering there were present a chemist, a physician, a pharmacist and a salesman. Their names (not in the same order) were Matthew, Malachi, Malone and Percy. Matthew and the salesman were not friendly with Malone but Malachi and the pharmacist took vacations together. Malone was related to the chemist and the physician was a good friend of Percy and the pharmacist. Can you pair up the professions with the names?

Shelby Pharmacist Uses Goat Cart

A local druggist, Paul Webb, Sr., the official greeter for Shelby and Cleveland County, cooperates with the Government in coping with the gasoline shortage in the United States—by riding about the city streets in a goat cart! It is pulled by an old white Billy belonging to Jeff Dedmon, who trades in everything from turnip greens to livestock.

If you are walking the streets of Shelby and hear a nervous whistling of assorted tunes which are like unto a combination of Beethoven and boogy-woogie, and suddenly your hat is mashed in, or you are slapped in the pants or on the back, that is Paul Webb, one of the town characters. Ten to one he'll greet you with, "Hello Raggedy" or the first thing that comes into his mind. And too, he'll ask you if you're lost, or he might even offer to conduct you on a personal tour of the town. For it's his hobby to stop out-of-town cars, making himself acquainted and showing them the city of Shelby in detail.

And don't you men folk, when passing through Shelby, get jealous if he taps your wife or girl friend on the cheek and asks where you got that pretty girl. He's not being fresh, it's just his way.

It was just such impulse that prompted him to start driving Jeff's goat through the streets, not for publicity but because that is what struck him for the minute.

A Charlotte newspaper woman once came up to interview certain locals. Mr. Webb happened to see her when she got off the bus, introduced himself and maneuvered her about town until she was three hours late for her luncheon appointment.

If you stay in Shelby as much as half a day on the streets, you will meet him and you won't have to look for a goat either.—*Charlotte Observer.*

P. A. Hayes Completes Successful Year as Head of N. W. D. A.

P. A. Hayes, President of Justice Drug Company, Greensboro, during the course of his Presidential Address to the delegates attending the Sixty-seventh Regular Meeting of the National Wholesale Druggists' Association in White Sulfur Springs, W. Virginia, September 29 to October 2, said, in part, "The need of more registered pharmacists is so great it is recommended that our members take a more active interest in the education of future pharmacists by giving scholarships to worthy pharmacy students, or make loans available to them; to continue to give our support to vocational training by taking advantage of the Federal government's George Deen program to secure commercial training for those employed in the retailing of drug products."

As a result of President Hayes' recommendation to assist worthy pharmacy students, the following resolution was passed by the N. W. D. A.; Resolved: That the National Wholesale Druggists' Association fully endorses the proposed Independent All Drug Industry Committee to be organized for the purpose of securing scholarships for worthy young men and women who desire to enter colleges of pharmacy, and in other ways serve to assist such colleges through endowments, laboratory equipment, student loan funds, etc.

A resolution, essentially the same as the one above, was passed by the National Association of Retail Druggists on October 9.

J. A. Goode of Asheville and Hon. J. M. Broughton, Governor of North Carolina, appeared on the program. Mr. Goode, while discussing the subject of wholesaler-retailer cooperation, said, "There is a beautiful relation existing between the retailer and the wholesaler. The wholesaler is a sort of father confessor to the retailer. He helps him with his problems, he helps him with his bank account. If it hadn't been for the wholesaler, the field of retail drug distribution would be very sick indeed. It never would have made the grade during the past five, seven or ten years. We retailers owe a great deal to the wholesaler; he is indispensable. But we do expect of the wholesaler information. Some philosopher back years ago said, 'The informed man is the stronger man.'"



P. A. HAYES OF GREENSBORO
Retiring N. W. D. A. President

Moonlight Harvest Barbecue

Mr. and Mrs. J. G. Beard delightfully entertained the women students, fourth-year class and faculty of the U. N. C. School of Pharmacy at a "Moonlight Harvest Barbecue" on the night of October 3.

For more than three hours the guests, numbering about fifty, danced to the tunes of a string band, participated in games, and in general enjoyed themselves. Real Southern barbecue and brunswick stew topped off with steaming hot coffee made a hit with the guests.

Meaning's Clear

Andy, negro delivery boy for Summerlin Drug Store, Laurinburg, might improve his English, but he would never be able to improve on his capacity for making his meaning instantly clear.

He dashed into the store, his eyes were rolling with excitement: "Sho' musta bin a bad wreck. De petroleum jus' went up de road a hundred miles a hour wid de avalanche right in behind him," he yelled.



Announcing . . .

The second annual series of

Merchandising Clinics

sponsored by the N. C. Pharmaceutical Association in cooperation with the following local drug clubs and wholesale drug houses: Asheville Drug Club and Dr. T. C. Smith Company; Charlotte Drug Club; Winston-Salem Drug Club and O'Hanlon-Watson Drug Company; Durham Drug Club and Peabody Drug Company; Wayne County Retail Drug Association and the W. H. King Drug Company.

ASHEVILLE	November 10, George Vanderbilt Hotel
CHARLOTTE	November 11, Hotel Charlotte
WINSTON-SALEM	November 12, Robert E. Lee Hotel
DURHAM	November 13, Washington Duke Hotel
GOLDSBORO	November 14, Hotel Goldsboro

Each Clinic program will begin promptly at 1 P.M. and end at 10:30 P.M.

Local Clinicians

	Presiding Officer	*Address of Welcome*	*Toastmaster*
Asheville	Moss Salley	B. L. Pinner	Roy Johnson
Charlotte	R. P. Lyon	Herman Cline	P. J. Suttlemyre
Winston-Salem	Tom Crutchfield	E. W. O'Hanlon	Sam Welfare
Durham	J. C. Brantley, Jr.	D. L. Boone, Sr.	I. T. Reamer
Goldsboro	E. C. Daniel	J. T. Vinson	T. R. Robinson, Jr.

Aggressive druggists who know how to merchandise are cashing in on the greatly accelerated volume of business being done in North Carolina at the present time. If you are not getting your share, why not attend one of the clinics listed above and learn some of the principles and practices being used successfully by retail druggists? The program, practical and up-to-date, has been planned with one major purpose in mind: To familiarize druggists and drug clerks with the most modern merchandising techniques applicable to drug stores.



Program

12 to 1 Registration.

1 to 1:30 Address of Welcome. Response by Ralph P. Rogers, President of the North Carolina Pharmaceutical Association. A brief explanation of the program, its aims, its purposes will be presented by W. J. Smith, Secretary-Treasurer of the N. C. P. A.

1:30 to 2 Thirty-minute address (one in each Clinic city) by: John A. Goode, Asheville. "Store Policies That Produce Profits." T. C. Yearwood, Charlotte. To be selected. W. A. Gilliam, Winston. "Drug Store Personnel." C. M. Andrews, Durham. To be selected. Paul Bissette, Goldsboro. "Quality vs. Price."

2 to 3 "Sundae School at the Soda Fountain" by J. M. Cates, Jr., soda fountain specialist of Southern Dairies. Fountain policies, selling techniques, serving the customer, and fountain cleanliness will be considered by the speaker.

3 to 4 The subject of candy, its display and sale, will be considered by a trio of speakers, all of whom know how to profitably promote the candy department. Asheville, H. W. Van Horn of Norris Candy Company. Charlotte and Winston, H. L. Hitchcock of Hollingsworth. Durham and Goldsboro, A. D. Pollard of Steven F. Whitman Co.

4 to 5 "Recent Legislation Affecting the Drug Business" by F. O. Bowman, General Counsel of the N. C. P. A. High light of this address will be a discussion of the 1941 Revenue Bill.

5 to 6 "Open Forum"—conducted by the Presiding Officers. Here's your opportunity to express yourself, to give your version of what you believe necessary to promote pharmacy in this State. Practical, constructive suggestions for improving the Association will be welcomed.

6 to 6:30 Seventh Inning Stretch.

6:30 to 7:30 Informal dinner at each of the Clinic hotels followed by special entertainment. A. Coke Cecil, Entertainer De Luxe, and others will make this an enjoyable occasion. Prizes! A registration fee of $1.50 will be charged each registrant to cover cost of dinner and other incidental expenses.

7:30 to 8:30 "What Kinds of Insurance Should a Pharmacist Carry?" by E. F. Rimmer, representative of The American Druggists' Fire Insurance Company in N. C. A splendid speaker who has the facts and knows how to present them in an effective and interesting manner.

8:30 to 9:30 "The Prescription Department as an Economic Factor" by B. R. Mull, Manager, Trade Advertising, Eli Lilly and Company. North Carolina druggists will remember the outstanding address delivered by this speaker at the 1940 Convention in Charlotte and will look forward to his appearance on the Clinic program this year.

9:30 to 10:30 "Merchandising Photographic Supplies and Equipment" by Langdon Common of Eastman Kodak Company. Do you know that there are between 17 and 18 million cameras in use; that photography is Public Hobby No. 2? Here's a speaker who will give you practical methods for promoting this department.

FINALE.

National Pharmacy Week

North Carolina pharmacists, by means of window displays, radio, newspaper and personal appearances before civic and fraternal organizations observed National Pharmacy Week more widely this year than has been the custom in the past.

Although complete reports from all the National Pharmacy Week Committee had not reached the Secretary of the N. C. P. A. at press date, sufficient information was at hand to indicate widespread interest throughout the State.

On the night of October 15 C. C. Fordham, Jr. and Sam McFalls of Greensboro, discussed the importance of the pharmacist to community health over Station WBIG. Following this Mr. Fordham appeared on the program of WBIG on the night of October 20 and delivered a fifteen-minute address on the subject "Pharmacy—a Profession of Service."

Later in the week President Ralph Rogers spoke from Durham over Station WDNC. His topic was "Guardians of Health." John Brantley, Jr., a member of the National Pharmacy Week Committee, arranged for 14 spot announcements over the powerful Raleigh station, WPTF.

Durham pharmacists held a special get-together on the night of October 23 during which time the names of the winners of the window display contest were announced. The following individuals, appointed by Chairman I. T. Reamer, actively handled details of National Pharmacy Week in the Durham area: D. L. Boone, Jr., window committee; E. G. Green, banquet committee; S. O. Brewer, radio committee; and D. L. Boone, Sr., advertising committee.

J. H. Causey, pharmacist of Winston-Salem, gave a fifteen-minute radio address over the local station, WSJS, on October 21. The program was arranged by Sam E. Welfare.

Peabody Donates Prizes

Peabody Drug Company, Wholesale Druggists of Durham, donated two cases of prescription bottles and two cash prizes of $2.50 each to the winners of the National Pharmacy Week Window Display Contest sponsored in Durham by the local drug club.

M. S. Burt of Boone Drug Co. received $2.50 from the wholesale drug house for having installed the best display in an uptown drug store. The owner, D. L. Boone, Sr., received one case of prescription bottles.

In the contest among the suburban stores A. D. Edens of Mangum St. Pharmacy, received the cash prize and the bottles.

The officials of Peabody Drug Company are to be commended for their cooperation with druggists of Durham in their effort to promote National Pharmacy Week.

Promoted

Announcement was made on October 15 by U. N. C. authorities of the elevation of E. A. Brecht from the position, Instructor in Pharmacy, to Professor of Pharmacy.

Professor Brecht came to the U. N. C. School of Pharmacy in 1939 from the University of Minnesota where he received a Ph.D. degree in pharmacy. Shortly after assuming his duties in Chapel Hill he organized the Pharmacy Senate which has been unusually successful in giving the students an opportunity to discuss present-day topics of commercial pharmacy.

Quiet, unassuming, with a capacity to get things done, Professor Brecht's promotion is well deserved.



PROFESSOR E. A. BRECHT
Chapel Hill

Pharmacy School Registration Increases

Enrollment figures of the U. N. C. School of Pharmacy for the year 1941-'42, recently released by Dean J. G. Beard, show a substantial increase over the number registered this past year. Especially notable is the fact that 53 students are enrolled in the first-year class this year as compared with 42 one year ago, an increase of eleven students for this class alone.

It was believed by some individuals that the pharmacy school registration would decrease this school term due to the defense program; however, the following figures do not bear this out:

Class	*1940*	*1941*
First Year	42	53
Second Year	31	26
Third Year	30	34
Fourth Year	32	29
Graduate	2	1
Total	137	143

Also of interest is the number of women students registered in the pharmacy school this year. Twenty-two or 15% of the entire student body are women. Out-of-State students total 12 this year.

The following students, arranged in alphabetical order, are members of the first year class for the current year:

Albright, George B., Jr., Spencer
*Beddingfield, Charles Herman, Jr., Clayton
Black, Samuel N., Asheboro
*Blackney, Boyd Roselle, Angola, N. Y.
Boone, Rogers Jordan, Jackson
*Brady, Charles, Jr., Hickory
Bugg, Wm. Smithson, Macon
*Burrus, Barnard Monroe, Canton
Canipe, John Clifton, Jr., Boone
Caudle, Lexie Virginia (Miss), Peachland
*Cecil, Mary Lou (Miss), High Point
Cheek, Needham B., Jr., Pleasant Garden
Claytor, David Dortch, Hillsboro
Clement, C. F., Franklin
Cochrane, George Andres, Newton
Coffee, Hubert Morris, Thomasville
Cole, Frances (Miss), Chapel Hill
*Cole, Jesse Wilson, Pinehurst
Corey, James Hicks, Jr., Greenville
Crump, Alda Lee (Miss), Durham
Dameron, Hubert Gordon, Star
*Dees, Robert Register, Burgaw
Eanet, Myron Louis, Washington, D. C.
*Elliott, Augustus Green, Jr., Fuquay Springs
Fearing, M. Keith, Manteo
Hardy, Rudolph Warren, Everetts
Hege, G. D., Lexington
*House, Joe, Jr., Beaufort
Howell, Sherwood Hudson, Apex
Hudson, Elsie (Miss), Chapel Hill
Jordan, William Merritt, Asheville
Kennedy, Lucy Lee (Miss), Kerr
*Koonce, Sammy, Chadbourn
Lanier, LeRoy, Jr., Wallace
Lowe, Evelyn Frances (Miss), Fayetteville
McNay, Imogen Esther (Miss), Durham
Massengill, David Waugh, Bristol, Tenn.
*Matthews, George Edgar, Fayetteville
Myers, Leslie, Crutchfield
O'Neal, Alonza Eugene, Belhaven
Parks, Wayne Carlton, Canton
Parrish, Sherwood, Benson
Rabil, Robert Emil, Weldon
Rachide, Albert Paul, New Bern
*Rimmer, Anna Frances (Miss), Sanford
Robertson, Gene, Henderson
Salter, Evelyn Earle (Miss), Stacy
Seaborn, Robert H., Victoria, Va.
Sinclair, Juanita Futrelle (Miss), Ahoskie
Stroupe, L. S., Cherryville
Taylor, William West, Durham
*Warren, Burney Simon, Jr., Greenville
Young, Richard Edward, Jr., Asheville

Note: Asterisk before name denotes son or daughter of a pharmacist.

Notes and Queries

By H. M. BURLAGE, Professor of Pharmacy, Chapel Hill, N. C.

Readers of the JOURNAL are invited to send in their prescription room problems to Professor Burlage who will render without cost any assistance he can.

1. The following prescription was submitted by a Greensboro pharmacist for study with the statement that a stringy curdy brown mass separates:

Anesthesin	℥ i
Menthol	gr. xv
Camphor	gr. xv
Phenol	℥ ss
Aq. detergens	℥ i ss
Zinc lotion q.s.	℥ iv

M. Sig. Apply locally.

This order from the physician represents some interesting features which might be confusing to the prescriptionist. (a) What is meant by "Aq. detergens"? This refers to Liquor Picis Carbonis N.F. VI. and is the ingredient which causes the chief trouble in filling this prescription. (b) Zinc lotion was first construed to be the counterpart of Lotio Alba N.F. VI but upon further consultation with the physician and the pharmacist was found to be a zinc sulfate solution (2 gr. to the fl. oz.)

When mixed as the ingredients appear in the prescription, an unsightly preparation as described by the pharmacist is obtained. This may be somewhat improved by a change in the order of mixing but since this did not arrive at an elegant preparation it will not be recommended in this report. Since this preparation was one for external use, it was found that the addition of bentonite (5% w/v), a mineral which will be in N.F. VII, gave an excellent uniform product which was satisfactory and settled out but slightly upon standing. The following procedure is recommended:

Prepare a eutectic mixture of the menthol and camphor followed by the menthol in the usual way; add the anesthesin gradually, triturating gently after each addition. The bentonite is added in small amounts with gentle trituration, followed by the solution of coal tar and then the solution of zinc sulfate in small amounts and gentle stirring. The use of Lotio Alba in place of the zinc sulfate solution gave a somewhat whiter product, which was equally uniform.

2. Inquiries have been received as to the proposed formula of Calamine Lotion. (Bull. Natl. Formulary Committee 8, 268 (1940)). This is a much improved product and since it does not contain zinc oxide its manufacture will eliminate the difficulty that is arising concerning the availability of this oxide as zinc and its compounds constitute one of the essential war materials. The formula follows:

Prepared calamine	150 gm.
Bentonite	20 gm.
Water, disd. a sufficient quantity,	1000 cc.

Mix the bentonite with 800 cc. of water, agitate well and frequently and allow to stand twelve hours or more. Thoroughly incorporate the calamine with about one-tenth of the bentonite sol and gradually incorporate the remainder of the sol in small portions at a time until the mixture is completed. Finally add enough distilled water to make 1000 cc. and shake well.

The finished product is a smooth preparation with considerable covering power and as in (1) above makes use of bentonite as a suspending and distributing agent.

3. Since bentonite is a newly recognized product in the National Formulary, pharmacists may have difficulty in obtaining this mineral. The Oil, Paint, and Drug Reporter 1941-42 Green Book lists more than thirty concerns that market this product. Space does not permit the publication of the entire list but for convenience the names of a few concerns are offered:

United Clay Mines Corporation, Prospect and Oakland Streets, Trenton, N. J.

American Colloid Co., 363 West Superior Street, Chicago, Illinois.

American Cyanamide and Chemical Corporation, 30 Rockefeller Plaza, N. Y.

Anyone ordering this material should request that it meet the proposed standards of N.F. item.

This represents our first effort in writing this section. If it has proven of interest and value to any pharmacist it has fulfilled its purposes but it should be kept in mind that it cannot be continued unless inquiries are sent in. The writer refuses to concoct hypothetical problems, questions, or queries in order to continue the section.

The Pharmacy Senate

Fred Dees, Jr.

With the coming of Autumn and the opening of school, the Pharmacy Senate has also resumed its activities. The first meeting was keynoted by a short talk by Dr. E. A. Brecht of the Pharmacy School faculty. Dr. Brecht gave a brief history of the Senate and its accomplishments and brought out a number of suggestions for future activities.

New officers for the year have been elected and they are as follows:

President—John Terrell
Secretary—Marsha Hood
Reporter—Fred Dees, Jr.
Recorder—David McGowan.

At the close of school last Spring, the Senate had under discussion a proposed course in First Aid to be offered to Pharmacy students. As this goes to press, such a course is about to get underway. Through the combined efforts of Dean and Mrs. J. G. Beard, this course is being offered to a selected group of twenty-five Pharmacy students under the direction of the local Red Cross. The course will extend over a period of ten weeks which will be devoted to the study of every phase of First Aid work. At the end of the course, each successful student will be presented with a certificate and card showing that he has completed such training and is eligible to administer First Aid. Although sponsored in line with the present National Emergency, this training will be invaluable to the future pharmacists in time of peace and is well worth the time and effort expended.

Filling the vacancies left by graduating members last Spring, the Senate has admitted five new members this fall. They are: Lucille Gillispie, Sammy Koonce, Al Jowdy, Pete Cochrane, and Glenn Beam. Each of these new Senators has made a short talk at their first meeting on some phase of pharmacy, either practical or theoretical.

McDuffie Addresses Student Branch

Roger McDuffie, Greensboro pharmacist and member of the N. C. Board of Pharmacy, addressed the U. N. C. Students' Branch of the N. C. P. A. on the night of Thursday, October 16. The speaker considered his subject, "Present-Day Changes in the Retail Drug Business," from three different angles: (1) Changes in Laws and Taxes, (2) Changes in the Popularity and Use of Drugs and (3) Changes in the Attitude of the Public Toward Drug Stores.

Following the address, which was enthusiastically received by the members of the Student Branch, Mr. McDuffie was questioned at length regarding the operation of a retail drug store.

Prior to the main address of the evening, Otto Matthews of Roseboro exhibited a needlepoint "painting" of E. A. Brecht's Drug Store, Minnesota Lake, Minnesota, which was embroidered by Professor E. A. Brecht of Chapel Hill. The picture, prepared entirely of wool of various shades, is an artistic accomplishment and has created a great deal of favorable comment from those who have viewed it to date.

A. M. Mattocks, President of the Branch, presided over the meeting.

Retail Drug Institute

The fourth series of Retail Drug Institutes was organized in Hickory, Statesville, Salisbury and Winston-Salem recently by W. Lee Moose, Itinerant Instructor in Pharmacy. Classes are being held two nights each week in Winston-Salem and one night in the three remaining towns. The program will continue in the area for two months.

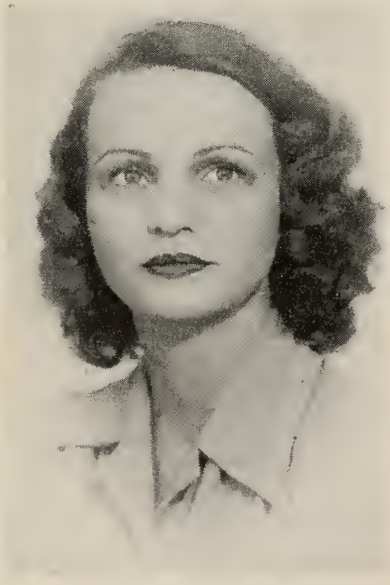
Woman's Auxiliary Page

Mrs. W. J. Smith, Editor

President	Mrs. C. C. Fordham, Jr.		Greensboro
First Vice-President	Mrs. Philip Van Every		Charlotte
Second Vice-President	Mrs. Phil Gattis		Raleigh
Secretary-Treasurer	Mrs. Thos. G. Crutchfield		Greensboro
Parliamentarian	Mrs. D. D. Hocutt		Henderson
Historian	Mrs. M. L. Jacobs		Chapel Hill

Perhaps it's true that "there's nothing new under the sun," but we members of the Woman's Auxiliary of the North Carolina Pharmaceutical Association feel that our being given a department in the JOURNAL for our very own is something new and very much to be desired.

This section is to be devoted to the members of the Auxiliary and to the various local Drug Club Auxiliaries. The fact that you do not live in a city which has an organized club of its own does not mean that you and your activities are not to appear on this page, for we want news of every one of you members and we are making it your responsibility to see that we get this news. It will reach the JOURNAL if you will address it to the Woman's Auxiliary Page, CAROLINA JOURNAL OF PHARMACY, Drawer 151, Chapel Hill, N. C.



MRS. C. C. FORDHAM, JR.

At the Durham Convention in May, Mrs. C. C. Fordham, Jr., was elected President of the State Woman's Auxiliary. Mrs. Fordham has been active in drug club circles since her marriage in 1925, and it is with a great deal of pleasure that we are enjoying her leadership this year. She has a charming personality, a very efficient manner, and is in every way capable of making a splendid President for our Auxiliary.

Charlotte Druggist Auxiliary

Mrs. R. E. Cornelius, *Secretary*

Due to the fact that the October issue of the JOURNAL was the Proceedings number and carried no local news, we have on hand reports of the last two meetings of the Charlotte Auxiliary. This is a wide awake club and got off to a good start for the year at their September meeting. It was in the form of a luncheon at the Mecklenburg Hotel and during the course of the meeting Mrs. J. G. Dawson, a very talented pianist, delightfully entertained her fellow-members. Social Chairman Mrs. Monroe announced plans for a picnic to be given Sept. 26th at the Red Fez Club for members and their families. At this meeting of the Auxiliary, plans were outlined for the coming year and the following Chairmen of Committees were appointed: Mrs. C. H. Smith, Membership; Mrs. D. D. Demarest, Telephone; Mrs. T. N. Edwards, Hostess; Mrs. W. R. Dixon, Hospital and Flowers; Mrs. H. L. Bizzell, Program; Mrs. Joe Monroe, Social; Mrs. Johnnie Bennick, Ways and Means.

The second meeting of the Charlotte Auxiliary was held Oct. 14 in the form of a luncheon at the Selwyn Hotel. Mrs. Leslie Barnhardt, President, presided and Mrs. H. L. Bizzell, Program Chairman, introduced the speaker, Mr. C. O. Kuester, Secretary of the Charlotte Chamber of Commerce, who gave a most inspiring message, the topic being "Faith in Tomorrow."

This year it was decided to make Membership the main objective, and every member was asked to do her utmost to bring a new member into the club. We understand druggists' wives living within a radius of twenty miles of Charlotte are to be invited to become affiliated with the club.

Greensboro Drug Club Auxiliary

Mrs. Dewey E. Groome, *Secretary*

The Greensboro Auxiliary got off to a flying start with their September meeting, which was a luncheon at the Greensboro Country Club. The new officers—Mrs. R. J. Sykes, President; Mrs. P. A. Hayes, Vice-President; Mrs. Dewey E. Groome, Secretary; Mrs. I. O. Wilkerson, Treasurer; Mrs. William P. Sellars, Chairman of Visitation Committee—took up their duties with this, the first meeting of the year. The Greensboro Auxiliary is justly proud of the fact that they have fifty-three charter members in their club, and are looking forward to a most successful and interesting auxiliary.

Asheville Druggists' Auxiliary

At the time the Journal went to press, no news had been received of the fall meeting of the Asheville Auxiliary. However, in last weeks' mail a check for $20 was received to be applied to the Student Loan Fund. This donation had been forwarded by Mrs. Crutchfield, treasurer of the State Woman's Auxiliary. Asheville deserves a note of thanks for this contribution and we wish to recognize it here.

Briefs

Mr. and Mrs. James H. Austin of Charlotte announce the birth of a son, Oct. 3.

Mrs. E. I. Butler of Charlotte is recovering from an operation at Memorial Hospital.

The Archie Millises of Durham recently moved into their new home. Mr. Millis is connected with Duke Hospital Pharmacy.

We were sorry to learn of the death of Mrs. James Hutchins of Winston-Salem on September 1st. Mrs. Hutchins was a member of the Woman's Auxiliary and of the Winston-Salem Drug Club Auxiliary.

N. A. R. D. Convention

Mr. and Mrs. Ralph Rogers of Durham, John Goode of Asheville, P. J. Suttlemyre of Hickory and Mr. and Mrs. C. L. Eubanks and W. J. Smith of Chapel Hill attended the Forty-third Annual Convention of the National Association of Retail Druggists held in Cleveland, Ohio, October 6 to 10.

J. A. Goode of Asheville, Chairman of the N. A. R. D. Fair Trade Advisory Committee, appeared on the program and rendered one of the most important reports of the entire Convention covering the activities of his Committee for the past year. He declared, during the course of his report: "In this time of national crisis, the retail drug industry stands as the one and only example of an industry with a sound, practical price-stabilizing method. In the field of branded merchandise, sold under Fair Trade, there have been more declines than advances in drug store merchandise." The report, capably presented by Mr. Goode, was roundly applauded by the convention delegates.

Ralph Rogers, President of the N. C. P. A., was appointed a member of the Resolutions Committee which held a ten-hour session during which time 103 resolutions were considered. Fifty of the resolutions were rejected, thirty accepted and twenty-three referred to other committees for consideration.

Despite addition of many new service departments to the N. A. R. D., Secretary John Dargavel reported that the assets of the Association had increased by $26,933.46 during the past year. Working capital of the organization was reported to be $294,472.32. Of this total $280,907.86 is invested in government securities.

Especially noteworthy was the report of Edward Spease, Director of Professional Relations for the N. A. R. D., whom many

(Continued on Page 280)

Reliefers

When hard times come it is natural that those who have had the fewest advantages should be the first to feel the effects of retrenchment and last to benefit from the recovery in business.

A few years ago, and even at this time there are many persons "on relief" who are there through no deficiency for which they might be termed responsible; but there are many others who merely changed the *name* of their condition when they "went on relief"—they were formerly known simply as paupers, indigents, unfortunates or tramps. They were always dependent on charity and always will be. They simply don't fit.

Evidence of the truth of this deduction is found in this list of literal excerpts from letters written by clients of a relief agency in one of our larger cities.

1. When will I get my relief; You say you send them where I are.

2. My husband has worked one shift about two months, and now he has left me and I ain't had no pay since he has gone or before either.

3. Please send my elopment as I have four months old baby and he is my only support and I need all I can get every day to buy food and to keep him in close.

4. I am a poor woman and all I have is gone.

5. Both sides of my parents is very poor and I can't expect anything from them as my mother has been in bed for one year with one doctor and she won't change.

6. Please send me a wife's form to fill out.

7. Please send me a letter and tell me if my husband made an application for a wife and child.

8. I have already wrote to the President and if I don't hear from you I will write to Uncle Sam about both of you.

9. Mrs. has had no clothing for a year and has regularly been visited by the clergy.

10. I can't get sick pay. I got six children. Can you tell me why this is? This is my 8th child. What are you going to do about it?

11. Sir, I am forwarding my marriage certificate and my two children one of whom is a mistake as you see.

12. I am writing to you to say that my boy was born two years ago and is 2 years old. When do I get my relief?

13. Please find out for certain if my husband is dead as the man I am living with now won't eat or do anything until he nos for sure.

14. I am annoyed to find out you have branded my boy illiterate. Oh! the shame. It is a shame and a dirty lie as I married his father a week before he was born.

15. In answer to your letter I gave birth to a son who weighs 101 pounds. I hope this is satisfactory.

16. You have changed my little girl to a boy does it make any difference?

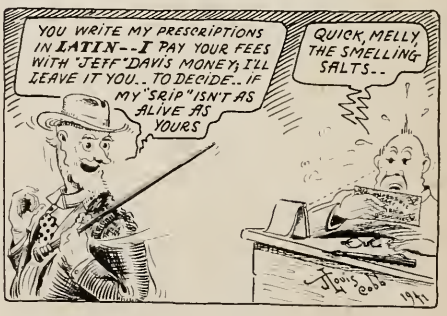
17. I have no children as my husband is a truck driver and works both days and nites.

18. In accordance with your instructions I have given birth to twins in the enclosed envelope.

—McCormick-Armstrong Co., Wichita.

DR. I. P. SCRIBE **By J. L. Cobb**





LEGAL SECTION

FREDERICK O. BOWMAN, LL.B., *Editor*, Chapel Hill, N. C.

List of Toilet Preparation Items Taxable at 10% of Retail Price

PERFUMES: All perfumes
- Perfume novelties (filled)
- Essences
- Extracts
- Sachets (filled)
- Solid perfumes

COSMETICS:
- Albolene
- Astringents
- Bath salts and crystals (perfumed)
- Bath Oils (perfumed)
- Bubble bath preparations
- Beauty masque preparations
- Cleansing pads
- Compacts or vanities and refills
- Creams (toilet) of all kinds (*not including medicated cold creams*)
- Deodorants, including deodorant pads
- Depilatories
- Eye shadows and eye cosmetics (*not including Murine, Octine, Kurlash and refills*)
- Foundation make-up films such as Pancake Make-up
- Lipsticks and refills
- Lip-Ice (*excepting Camphor Ice*)
- Lip Pomade
- Lotions (toilet) of all kinds, including shaving lotions, Glycerine and Rosewater, Witch Hazel and Bay Rum
- Mascara
- Nail polish, cuticle remover, and all other nail preparations—All kits
- Perfumed White Vaseline (*not including White Vaseline*)
- Pore cleaners
- Powder bases
- Rouges and refills
- Sun tan creams and oils (*not including medicinal items such as Unguentine*)
- Throat oil and muscle oil
- Toilet lanolin

HAIR PREPARATIONS:
- Brilliantine
- Formula 20 Dandruff Treatment
- Hair oils
- Hair dressings
- Hair dyes
- Hair pomades
- Hair restoratives
- Hair rinses
- Hair tonics used for toilet purposes (*not including Glover's Mange, Sargeant's or Danderine*)
- Hair wave preparations
- Henna powder
- Vaseline quinine pomade

AROMATIC CACHOUS:
- Lozenges for perfuming the breath (non-medicinal), such as Violet Breath-hearts

TOILET POWDERS:
- Baby tales
- Baby powders
- Dusting powders
- Face powders
- Talcum powders
- *Exempt items are:*
 - Meyer's Heat Powder
 - Merck's Zinc Stearate
 - Other Zinc Stearate

OTHER PREPARATIONS:
- Preparations (not appliances) similar to those specifically designated above which are used for beautifying or toilet purposes.

OTHER *not taxable* ITEMS ARE:
- Cleansing tissues
- Dentifrices
- Mouth washes
- Powder puffs
- Rubbing alcohol
- Shampoos

TOILET WATERS: All toilet waters
- Bouquet liquids
- Colognes

PETROLEUM JELLIES (non-medicinal):
- Pomade vaseline
- Shaving creams and soaps

Toilet soaps and other soaps
Tooth pastes
Zinc oxide

New Excise Taxes

Regulations to apply to the new retail excise taxes of 10% on "Cosmetics and Toilet Preparations and Jewelry" which must be collected and paid by retail druggists have been promulgated by the Treasury Department clarifying these levies.

Likewise, regulations have been issued to apply to the revised and new manufacturers' excise taxes, which include many classes of products handled at retail drug stores, such as cameras; photographic apparatus and equipment; electric, gas and oil appliances; electric light bulbs and tubes; luggage; matches; musical instruments; phonographs, parts, phonograph records; radio receiving sets and parts; rubber articles; sporting goods and equipment; and playing cards.

Excepting electric light bulbs and tubes, matches, and playing cards, the rate of tax imposed is 10% and is added to or included in the "sale price" of the merchandise to the retailer by the manufacturer. Therefore, to cover these manufacturer-paid taxes, retailers can and are expected to up prices on all such articles accordingly, in order to get back the amount of tax they have paid the manufacturer. No records are required to be kept and no taxes are required to be paid by the retailer in connection with the above manufacturers' excise taxes. These taxes must be collected from the retailer by the manufacturer and paid by him to the Treasury Department.

The converse is true with the retail excises on "Cosmetics, and Toilet Preparations, and on Jewelry." Hence, the applicability of the 10% tax on these lines is of more concern and interest to retail druggists. An attempt, therefore, will be made to clarify to some extent the law and regulations dealing with them.

Cosmetics and Toilet Preparations

The definition of a taxable article under this Section is:

"The tax attaches to the sale by the retailer of any preparation which is used or applied, or intended to be used or applied, for toilet purposes or used in connection with the bath or care of the body, or applied to the clothing as a perfume or to the body as a toilet article. The fact that any particular product, preparation, or substance coming within the scope of this law, may have, or be held out to have, a medicinal stimulating, remedial, or curative value does not exempt it from the tax, if it is used, or held out for use, as an adjunct to the toilet or for toilet purposes."

Examples of Taxable Articles

Because of the large number of products on the market, under so many different names, the Internal Revenue Department realized that it was impossible to prepare a complete list of all the taxable articles coming under the scope of the law. It did, however, set forth in the regulations examples of the type of taxable articles coming thereunder. These are:

"Witch hazel; bay rum; bath crystals and salts; deodorants for personal use; hair and scalp lotions for treatment of falling hair, dandruff, etc.; foot powders; face creams and lotions; hand lotions; lipsticks; rouges, face powders; eyebrow and eyelash mascara; eye shadow creams; eau de cologne; brilliantine and hair oils; baby oils and baby powders; oils, creams, etc., for the prevention of sunburn, rose water and glycerine; breath sweetening pellets other than chewing gum or candy; sachets; stain removers for use in removing ink, berry and other stains from the body; nail lacquers, cuticle removers and softeners, polish removers, etc.; depilatories; eye washes; after-shaving lotions; theatrical make-up; hair bleaches and dyes; permanent waving solutions; toilet pumice; styptics; pore cleansers; suntan oils; shampoo oils and liquids of the so-called 'soapless' variety."

Non-Taxable Articles

Not mentioned by the regulations and, hence, not subject to the tax on toilet preparations are: Tooth pastes, powders, and other dentifrices, soaps, shampoos of the soap variety, shaving creams and mouth washes.

Toilet Cases Not Taxed

In the case of fitted toilet cases, etc., the toilet case is not subject to the tax when sold by the retailer, but he is liable for the tax on the sale of any toilet preparations contained therein, such tax to be based on the usual price for which such articles are sold by the retailer. (The toilet cases are

subject to the tax imposed on luggage when sold by the manufacturer.)

When Tax Attaches

The criterion as to when the tax attaches is the date when title changes hands ("change of title" to be interpreted according to the prevailing laws of each locality). In the case of installment sales, leases, or conditional sales, a proportionate part of the tax attaches on each payment. But on credit sales, the full tax must be paid by the retailer the month following the sale, whether he actually is paid by the purchaser or not.

Basis of Tax on Sales

The computation of the tax is based on the actual retail price of the toilet preparations (also jewelry), plus charges (if any) for packaging and conditioning. Transportation, delivery, insurance, installation charges and various taxes are expressly exempt. Sales taxes are excluded from the base only if separately billed, but income and profits taxes are not deductible.

Consigned Merchandise

In case of consignment goods, the consignor is accountable for the taxes if his arrangement with the retailer is such that he dictates prices and terms of sale; otherwise, the retailer is responsible for the tax.

Trading Stamps, Labels, Coupons, Etc.

The retailer giving a customer a premium in return for trading stamps, labels or other scrip, amassed by the consumer as a result of buying other commodities, is considered to have negotiated a retail sale. Hence, the giving of a premium involves payment of a tax.

No Tax on a Tax

Retailers should compute the 10% Federal Tax to the retail price of the taxable article sold, and likewise compute the State Sales Tax of 3% to the retail price. When quoting the retail price of an article to a customer, do not include the Federal Tax. The customer must be informed that the Federal Tax is to be paid in addition to the retail price of an article.

The State Sales Tax should be treated separately from the Federal Tax. Do not collect a tax upon a tax, as the Federal and State Taxes are independent of each other. For example

Retail price of an article	$1.00
Federal Tax	.10
State Sales Tax	.03
Amount to be collected	$1.13

A Federal Tax of one cent should be collected on an article sold at the retail price of five cents (5c). A full cent should be collected when the tax indicates one-half cent or over. When less than one-half cent, drop the tax.

In no instance should a customer be told that the Federal Tax is being absorbed. Such is illegal.

Records and Returns

Every person required to file a return and pay tax on the sale of an article at retail must keep on file accurate records and accounts of all transactions, which records shall contain sufficient information to enable the commissioner to determine whether the correct amount of tax has been paid, and which shall be open at all times for inspection, and maintained for a period of four years.

No particular system of record keeping is recommended, as none is prescribed in the regulations. This is a matter that should necessarily be worked out by the retailers themselves. One system will suit one, another will be more practical for others.

It is suggested, however, that a record of taxable sales be kept daily and attached to or entered in your daily cash book. Failure to report taxable sales fully and accurately, make returns and pay the tax due within the time prescribed subjects the retailer to heavy fines and penalties. Returns are to be made on Form 728A and must be filed with the Collector of Internal Revenue on or before the last day of the month following that for which it is made.

Many retail druggists are of the opinion that the 10% tax should not be collected on cosmetics in stock on October 1st, the effective date of the retail excises, since the manufacturers thereof had already paid a tax thereon. This is incorrect. It is clearly indicated that the retailer must collect the

tax on such merchandise, make returns, keep records, and pay the tax just as in the case of other toilet preparations and also jewelry.

Another observation with respect to records is that it is necessary to keep the sales record of toilet preparations and cosmetics distinctly separate from the sales record of articles such as clocks, watches and jewelry.

Jewelry—Scope of Tax

The tax attaches to the sale by the retailer of the following:

(a) All articles commonly or commercially known as jewelry, whether real or imitation.

(b) Pearls, precious and semi-precious stones and imitations thereof.

(c) All other articles made of, ornamented, mounted or fitted with precious metals or imitations thereof.

(d) Articles specifically mentioned in the law, such as watches, clocks, cases and movements therefor; gold, gold-plated, silver, silver-plated or sterling flatware or hollow ware; opera glasses; lorgnettes; marine glasses, field glasses and binoculars.

Jewelry in general includes articles designed to be worn on the person or apparel for the purpose of adornment, such as rings, chains, brooches, bracelets, cuff buttons, necklaces, earrings, beads, etc. The tax applies on the sale of all such articles, regardless of the substance of which made or of their utilitarian value or purpose, unless specifically exempted by law. The term "jewelry" ordinarily does not include articles designed to be carried in the hand or hung over the arm, such as canes, bags, and purses; nor do such articles as vanity cases, mesh bags, cigarette cases, eyeglass cases, and pencils, fall within the category of "jewelry," as defined above, but such articles are taxable when made of, or ornamented, mounted or fitted with precious metals or imitations thereof.

The tax is imposed on the sale at retail of all pearls and precious or semi-precious stones, whether real or imitation, cut or uncut, drilled, mounted or matched, etc. Beads, if strung ready for use are taxable as jewelry; otherwise not, unless such beads are pearls, precious or semi-precious stones, or imitations thereof.

The tax is also imposed on the sale at retail of any article, as distinguished from jewelry in the second preceding paragraph, which is made of, or ornamented, mounted or fitted with precious metals or imitations thereof. Any article, for example, photograph frames, book ends, ash trays, vanity cases, mesh bags, cigarette cases, etc., glassware, china, pottery, and like articles, which are ornamented with gold, silver, or other precious metals or imitation thereof are subject to the tax. The same is true with purses, handbags, etc. with frames, snaps, buckles or clips, etc., even though such fittings serve a utilitarian purpose.

Examples of other articles subject to the tax when ornamented, mounted or fitted with precious metals or imitations thereof are umbrellas, walking sticks, cigarette lighters, shoe buckles, etc. If the only parts of a fountain pen which consist of precious metals are essentials not used for ornamental purposes, such a fountain pen is not subject to the tax; otherwise it will be subject to tax when sold by the retailer. As indicated above, as a general rule, mechanical pencils are taxable.

The tax is, likewise, imposed on the retail sale of watches and clocks or cases and movements therefor. The term "watches and clocks" includes all time measuring devices, whether actuated by weights, springs or electrical energy.

Exemptions

In the case of fitted toilet cases, etc., taxable as luggage, again the toilet case is not subject to the tax when sold by the retailer. But the retailer is held liable for the tax on the sale of any items of jewelry which are contained therein. The tax on such items is based on the usual price for which they are sold to consumers. The toilet cases are taxable when sold by the manufacturer. The above follows rather closely the regulations with respect to jewelry.

Much more could be written on the excise tax proposition, but lack of space does not permit it. Upon request this office will undertake to clear up any question you may care to ask in connection with the applicability of the taxes referred to. It is hoped that some benefit will result from this endeavor.

NEWS NOTES

"A fellow may be wild when he goes through the gate, but he is a domesticated animal anybody can ride after the initiation" declared Seaman **Ed. Hood,** son of pharmacist **Paul C. Hood** of Dunn, while addressing the Dunn Rotary Club at one of their weekly meetings recently.

"I hadn't been there but two days," he related, "when I asked one of the petty officers where to get my laundry done."

"Laundry, Hell!" came the reply, "Buddy you are the laundry in this man's navy."

Seaman Hood has just completed his recruit training and has been assigned for a course in pharmacy. He will serve as a pharmacists' mate in the Naval hospital.

H. W. Green, a recent graduate of the U. N. C. School of Pharmacy, has been added to the staff of registered pharmacists employed by Toms Drug Company, Wilmington. This progressive store, owned and managed by E. Reid Toms, has four registered pharmacists on duty which places it in a class with few other drug stores in the State.

Paul Bissette, President-elect of the N. C. P. A. and prominent Wilson druggist, was recently named President of the Board of Trustees of the Mercy Negro Hospital located in Wilson.

Johnson's Drug Store, Jacksonville, has been completely modernized. The store has been widened and extended; fluorescent lights and a 22-foot soda fountain have been installed. It is interesting to note that Jacksonville, with a population of 900, has a soda fountain twenty-two feet in length. Every man, woman and child in the town will now have no difficulty in getting their favorite sodas at Johnson's. **G. P. Johnson** is the owner.

Professor Henry M. Burlage, Chapel Hill, has been reappointed a member of the Board of Reviews of the Journal of the A. Ph. A., Scientific Section, for a third term of five years. He has also been appointed to the following A. A. C. P. Committees for the current year; Library, Problems and Plans, and Personnel Problems.

H. D. York of Mooresville and J. R. Holt of Richmond, Va., were arrested in Goldsboro recently on narcotic charges after one of the men attempted to have a prescription filled in a local drug store.

The Goldsboro police department had been keeping a watch on the drug store since the theft there two months ago of approximately 1,000 morphine tablets. Supplies which the police said were taken from the two men included morphine, needles, headache powders, spoons and medicine droppers.

Ernestine Barber is now with Rimmer's Drug Store of Sanford as pharmacist. She was formerly associated with the Davis Pharmacy of Williamston.

Josephine Eldridge, a recent graduate of the U. N. C. School of Pharmacy, Chapel Hill, has severed her connection with Mitchener's Pharmacy, Edenton, and has gone with the Davis Pharmacy of the same city.

Jack Mobley of Tarboro plans to establish a drug store in that city under the firm name, Tarboro Drug Company, within the next thirty days. The store will operate under the Walgreen agency plan.

T. J. Kurth, representative of Personal Products Company in North and South Carolina, was killed in an automobile accident near Raleigh recently. It will be remembered by those who attended the Durham Convention this year that Mr. Kurth introduced Mr. Thomas Edward Hicks, President of Personal Products Co., who addressed the Convention.

A standard method of content marking for boxes of facial cleansing tissue which will give the user complete and accurate information as to the contents of any package, has been cooperatively developed by Weights and Measures officials and the manufacturers of facial cleansing tissues.

H. A. Talley has accepted a position as pharmacist with Asher-McAdams Drug Company of Burlington. He was formerly associated with the Spruce Pine Pharmacy of Spruce Pine.

Several weeks ago the pharmacists of Hickory signed an agreement to close their stores at 9:30 each night with the exception of Saturday when they will remain open one hour longer. No provision was made concerning Sunday hours. Under the new arrangement employees of the stores will be given more rest and, it is believed, electric consumption will be decreased.

Applications for membership in the N. C. P. A. have been received from the following individuals: **E. S. Pugh,** Windsor; **Augustus Neville, Jr.,** Spring Hope; **L. D. Cain,** Elm City; **J. I. Thomas,** Fayetteville; **J. M. Pickard,** Durham; **L. A. Wharton,** Gibsonville; **J. O. Hendrix,** Canton; **Albert Bretsch,** Southern Pines; **E. V. Woodward,** Selma; **S. M. Edwards, Jr.,** Raleigh; and **E. G. Campbell, Jr.,** Wilson.

The following individuals have applied for Associate Membership: **Nan L. Bryant,** Tarboro; **H. M. Clark,** Williamston; **R. L. Garris,** Washington; **T. H. Johnson,** New Bern; **R. D. Outland,** Aulander; **A. G. Pelt, Jr.,** Goldsboro; **D. B. Medford,** Clyde; **Joe Reynolds,** Clinton; **G. D. Matthews,** Stoneville and **J. A. Bass,** Wilson.

W. R. Lane, proprietor of the Brooklyn Drug Company, Wilmington, was recently elected to the City Council. Accepting the nomination, Mr. Lane declared: "I will not be influenced by any individual or group, and I will serve to the best of my ability."

Annual Ladies Night was held by the Rotary Club of Oxford on the night of October 16. **A. Coke Cecil** of High Point appeared on the program and entertained the ladies with his magic show. **Frank Lyon** of Lyon Drug Co., of Oxford, had charge of the program.

Independent druggists cooperating to advertise and merchandise drug lines of proven quality are now functioning as a unit in Charlotte, Greensboro and Asheville under the name: Certified Quality Drug Stores.

Members of the Winston-Salem Drug Club met in Reynolds Park early in October. **Professor Charles H. Higgins** of Salem College was guest speaker.

Three new drug stores have recently been established in the State: Sanford Drug Company (**R. D. Sanford,** owner-pharmacist), Lumberton; Bowman Drug Company (**C. E. Bowman,** owner-pharmacist), Conover and Mooneyham Drug Store (**A. O. Mooneyham,** owner, **James Kerr,** pharmacist), Swannanoa.

Joe Witherspoon, negro delivery boy for Rogers Drug Store, Durham, foiled an attempt to rob him of cash and merchandise by an unidentified man on the night of October 18. He was attempting to deliver a package when suddenly a man stuck a hard object in the delivery's stomach and yelled "stick 'em up." Instead of obeying, the boy fled leaving the would-be thief empty handed.

It's a brand new, modernistic front for the Hollowell Drug Company, Greenville. Business is booming under the efficient management of the pharmacist-owner, W. Clyde Hollowell.

The Lee Drug Company of Sanford has also had its face lifted—progressive **Joe Lazarus,** the owner, has one of the most attractive drug store fronts in the State.

Roy Moore, Wilson pharmacist, has a New York City customer who thinks mighty highly of his ability as a prescriptionist. It seems this person had a prescription calling for Goa Powder and Soft Soap among other ingredients which she was unable to get correctly compounded. While on a vacation trip to Florida she stopped in Wilson and for the first time, it is said, got the prescription prepared the way she wanted it. Since that time—every winter—the lady stops in Wilson on her way to Florida and has Roy compound her a supply to last until she passes through North Carolina once again.

A. N. Strickland is now working the far eastern territory for W. H. King Drug Company. He has taken over the territory formerly worked by **J. R. Brockwell.**

J. R. Brockwell is now "head knocker" of the Sundry Department of W. H. King Drug Company. "Buck" as he is familiarly known has had charge of the Xmas merchandise for several years and between times worked in eastern North Carolina for King.

During his spare time **Sam Welfare** of Winston-Salem acts as climatologist for the U. S. Department of Agriculture in the Camel City. **Doctor E. V. Zoeller** holds this same position in Tarboro.

A. H. A. Williams of Oxford received a rather serious head injury recently when struck by a bicycle. The accident occurred just as Mr. Williams stepped from the curb into the street.

E. W. O'Hanlon returned to Winston-Salem on October 19 after spending several days in New York on business.

S. G. Milner of Raleigh, Johnson and Johnson representative, has been inducted into government service.

Here's one for your "Believe it or Not" file: **St. John Hart Hardwicke,** pharmacist of Wake Forest, has lived in that college town for eighteen years but has never seen a football or basketball game.

J. Louis Cobb, Mount Olive pharmacist, is now associated with the Black Mountain Drug Company of Black Mountain.

The September 25 issue of *The Wallace Enterprise,* Duplin County newspaper, devoted practically its entire issue to eulogizing **C. M. Miller,** local pharmacist and proprietor of Miller's Drug Store, and **Doctor John D. Robinson,** local physician. The tribute was given in recognition of the twenty-fifth anniversary of the two gentlemen as practitioners in Wallace.

Quoting from the newspaper, in part, concerning Mr. Miller: "Just as Abraham Lincoln rose to the pinnacle of his profession and lived to occupy the nation's most coveted position, so has the proprietor of the above-mentioned apothecary shop (Miller's) lived to achieve an ambition he set out to build toward when he enlisted in the services of the J. F. Phillips Drug Company, in Rock Hill, S. C., as a package boy in 1911."

McDuffie-Eubanks Drug Co. is using a most attractive picture of the store on postal cards used for business communications.

Now associated with Summit Street Pharmacy, Winston-Salem, is **J. A. Way.** He has been replaced at the Pearl Drug Company, Concord, where he was employed as pharmacist, by **R. A. Kiser.**

A. R. Cross, Penslar representative in North Carolina, was notified early in October to "take in" the Cleveland Convention of the N. A. R. D. at company expense. The trip came as a special award to Mr. Cross for having the largest sales volume of any Penslar representative for the first nine months of 1941.

J. W. Royal, formerly in the drug business in Thomasville, is now with the Denton Drug Store, Denton.

W. H. King Drug Company of Raleigh have completely remodeled their third floor, pneumatic tubes have been installed throughout the building to facilitate the handling of orders. They have also installed an electric elevator to speed up the assembly of small "call for" orders.

We are delighted to learn that **Paul Bissette,** President-elect of the N. C. P. A., has returned to work after being absent from his business for about three weeks with a leg infection.

G. W. Honeycutt has severed his connection with the Cromley-Melvin Drug Store of Raleigh to accept a position with Coxe-Ferguson Drugs located in the same city.

Mrs. J. T. Caudill, nee Altajane Holden, is now living in Bristol, Tennessee.

A very commendable booklet, "A Look at Your Retail Druggist," has been prepared by the Bristol-Myers Company for general distribution to the public. The publication is a splendid contribution by Bristol-Myers towards educating the public to a better understanding and knowledge of the pharmacists' qualifications, character, and contribution to public health. We suggest you secure copies of the booklet for your customers.

A "Must" for Every Pharmacists Library

"Drug Store Management" by Herman C. Nolen and Harold H. Maynard of Ohio State University.

In this important new book the authors describe and analyze methods, policies, and practices of merchandising which have proved successful in drug stores throughout the United States. The approach is practical and specific rather than general or theoretical, since the purpose is to meet the needs of practicing pharmacists as well as those of students in schools of pharmacy.

The material in the book was prepared in close cooperation with a number of leading specialists in the field of drug store management, and the authors have incorporated

the ideas, suggestions, and experiences of successful pharmacists and outstanding manufacturers.

"Drug Store Management," which may be obtained from any wholesale drug house or directly from the publisher, McGraw-Hill Book Co., Inc., New York, at $4.00 per copy, is recommended to those who desire to do a better job of merchandising; to develop a policy that will produce profits and to familiarize themselves with methods for meeting competition effectively.

Position Wanted

Young lady, graduate of the U. N. C. School of Pharmacy, class 1941, desires employment in a retail drug store as assistant to registered pharmacist. Although handicapped by being crippled and without previous experience in a drug store, this person is highly recommended for a position as combination bookkeeper-pharmacist's assistant. For further information address W. J. Smith, Drawer 151, Chapel Hill, N. C.

Alden Promoted

The Norwich Pharmacal Company, Norwich, N. Y., announces the appointment of John Alden, formerly Assistant Advertising Manager to the position of Advertising Manager. He will direct the advertising activities of all products for the company. Mr. Alden will fill the vacancy created by the recent resignation of Dr. M. W. Stofer, formerly Vice-President and Director of Advertising. Dr. Stofer will remain a member of the Board of Directors.

Deaths

Mrs. Clement Byrd, wife of pharmacist Clement Byrd of Roxboro, died at Duke Hospital, Durham, on September 18. Survivors include her husband, co-owner of the A. B. Drug Company, Roxboro, one daughter and grandchildren.

Mrs. Julia Davis Hutchins, wife of **James A. Hutchins,** Winston-Salem pharmacist, died in Winston-Salem on September 1 following an illness of over a year. Interment was made in the Hutchins family plot in the Chapel Hill cemetery.

Mrs. Eula Florence Grantham, wife of **George K. Grantham, Sr.,** retired pharmacist and former Dunn mayor and State representative, died in Dunn on September 27. Mrs. Grantham, who would have been 71 this month, had been an invalid for the past six years.

Mrs. Annie Francis Sherard, mother of **J. Frank Sherard,** associated with the Taylor Drug Store, Siler City, as pharmacist, died in Columbia, S. C., on October 6. Mrs. Sherard was 67 years old at the time of her death.

Announcements

Mr. and **Mrs. L. E. Stacy** of Chapel Hill announce the engagement of their daughter, Rose Pittman, to **Julian Carter Watkins** of Emporia, Va. The marriage will take place during November.

Miss Stacy, after completing the pharmacy course at Chapel Hill this past June where she received a B.S. in Pharmacy, accepted a position with Duke Hospital Pharmacy, Durham.

Mr. Watkins, also a '41 graduate of the U. N. C. School of Pharmacy, received his pharmacy license this past June and for several months was associated with Goody's of Winston-Salem as pharmacist. He returned to his home in Emporia, Virginia, recently to accept employment with the Emporia Drug Company where he worked before entering the pharmacy school at Chapel Hill.

N. A. R. D. CONVENTION

(Continued from Page 271)

North Carolina pharmacists had the pleasure of hearing this year at the Durham Convention. A commendable monthly mailing service has been developed by Dr. Spease and will be available to the trade at cost provided a sufficient number of orders are received. Further information concerning the new services to be offered by this Department will be published in the N. A. R. D. *Journal.*

During the final business session of the Convention, P. J. Suttlemyre of Hickory was elected a member of the N. A. R. D. Executive Committee to serve during the coming year. Hugh P. Beirne of New Haven, Connecticut, was installed as president.

Pharmacist Active at 82

Frank T. Smith, although 82 years of age, is still actively engaged in the practice of pharmacy. Mr. Smith, employed by Perry's Drug Store, Franklin, was licensed as a pharmacist on September 1, 1887, after studying pharmacy under Dr. S. H. Lyle.

The *Asheville Citizen-Times*, commenting on Mr. Smith's long period of useful service in his community, had this to say about him: "Prior to the time Mr. Smith took the pharmacy examination in 1887, he worked in the store with his brother, C. C. Smith, Franklin's only druggist at that time. Shortly after he received his license, he purchased the drug store, being sole owner until he sold it to James E. Perry in 1928. However, since that time he has remained at his old duties and is still active as a pharmacist.

"In April, 1893, during Grover Cleveland's administration, Mr. Smith was commissioned postmaster of Franklin. He served for four years. In order to have his post office and drug store together, Mr. Smith moved into larger quarters in the Bell Building. He remained the only druggist in Franklin until about 1925 when Oscar E. Ashe, now of Portland, Oregon, opened Franklin's second drug store. This later was sold to T. W. Angel, Jr., and is now known as Angel's Drug Store.

"Mr. Smith has seen Franklin grow from a small village to a thriving town with a population of more than 1,200. At the time he became druggist there was only one brick building in Franklin. Today there are few wooden structures. He has been actively connected with Franklin's growth and is one of its most progressive citizens.

"He has served as Worshipful Master of the Junaluska Masonic Lodge, No. 145, of Franklin, for four terms. For the past 57 years he has been a member of the lodge and was presented a certificate in recognition of his 50 years' membership. Mr. Smith always has taken an active interest in the Methodist Church and has served as a steward in the church for more than 40 years. He is never too tired from a busy day on Saturday to stay away from Sunday morning worship."

POWERS-TAYLOR DRUG COMPANY

Richmond, Va.

Wholesale Druggists

Importers & Jobbers

Druggists' Sundries & Fancy Goods

We solicit your orders

Our experience of over 70 years insures our ability to serve you satisfactorily

Newest Member of Black-Draught Family Has Winning Ways!

Granulated Black-Draught, after only a year on the general market, is causing more people than ever to decide that Black-Draught is their favorite laxative.

Easy to take and pleasing as it is, *Granulated* contains the same aromatic herbs as the long-popular Black-Draught *powder*—comes in the same familiar yellow box—sells for the same low price—bears the same name and fame.

For samples of *Granulated* Black-Draught, write to

The Chattanooga Medicine Co.

Chattanooga - - - - Tennessee

NEWSPAPER ADVERTISING

. . . And the Rudy Vallee, Sealtest Radio Program are bringing legions of new customers to Southern Dairies Dealers to buy the exciting new Southern Dairies Ice Creams. ***The Southern Dairies Dealer has an advantage***

Southern Dairies Sealtest

ICE CREAM

1909 **1941**

The

Peabody Drug Company

Durham

- *Reliable*
- *Wholesale*
- *Druggists*

Serving the Retailer Right For Over 32 Years

Prompt Courteous Service

Representatives

C. T. BYERLY, DURHAM — JOSH LANCASTER, CLAYTON — C. J. HAZELGROVE, DURHAM

Please Mention The Carolina Journal of Pharmacy When Writing Adertisers

The Carolina Journal of Pharmacy

PUBLISHED MONTHLY BY THE
NORTH CAROLINA PHARMACEUTICAL ASSOCIATION
AT CHAPEL HILL, N. C.
W. J. SMITH, MANAGING EDITOR
Entered as second-class matter July 5, 1922, at the post office at Chapel Hill, North Carolina under the Act of March 3, 1879

Annual Subscription, $1.00 | Single Numbers, 15 Cents

Vol. XXII | DECEMBER, 1941 | No. 12

Drug Store Management

Drug Store Management, a 570-page book of practical ideas for increasing the operating efficiency of retailers, is recommended as an addition to your pharmaceutical library. Over a dozen experts in drug store management who have studied this book claim it is the very best volume on the subject ever written.

"The book describes and analyzes methods, policies and practices that have proven successful in drug stores throughout the United States. The experiences of individually owned and multiple-unit drug stores were liberally drawn upon by the authors of the publication."

Drug Store Management contains thirty chapters headed as follows: Pharmacy as a Career, Getting Started in the Drug Business, Selecting the Form of Business Organization, Acquiring and Financing the Store, The Store Building and Its Construction Features, Drug Store Planning and Layout, Buying Goods That Will Sell, Buying the Right Quantity, Pricing to Yield a Profit, Sales Promotion, Window and Interior Display, Effective Drug Store Salesmanship, Merchandising Proprietary Medicines, Hospital Supplies and Baby Goods, Developing Professional Business, Merchandising Cosmetics and Toiletries, Merchandising Photographic Supplies and Equipment, Merchandising Candy, Tobacco and Sundries, Making the Soda Fountain Profitable, Selecting, Training and Supervising Employees, Paying Employees, Evaluating the Work of Employees, Drug Store Routine and Housekeeping, Store Policies That Produce Profits, Accounting Records in the Drug Store, Using Outside Helps to Guide the Business, Legal Principles for the Pharmacist, Specific Laws Affecting Drug Stores, What Kinds of Insurance Should a Pharmacist Carry? and Meeting Competition Effectively.

Individual retailers may order the book through wholesalers belonging to the N. W. D. A. or through wholesalers belonging to the F. W. D. A. The special advance publication price, if ordered immediately from your wholesale druggist, is $2.40 per copy. The book regularly sells for $4.00.

Price Changes

Now more than ever you should carefully check prices. A long list of chemicals and pharmaceuticals have already advanced with additional increases expected in the future.

It is needless to list the items here as doubtless many of them will have made still further advances by the time the JOURNAL reaches you. Salesmen are in position to give you the latest information on price changes—information which on a rising market can be extremely valuable.

"When some customer comes in and asks you how much an article costs, then asks how much have you got and ends up by saying 'I'll take it all,' you may suspect a nigger in the woodpile. That particular customer knows more than you do."

Excise Taxes

Form 728A in triplicate is to be used in reporting the 10% retail dealers excise taxes to the Collector of Internal Revenue, Greensboro. If such a form has not been sent to you within the past month, you may secure one from the Collector in Greensboro or by writing the Secretary of the N. C. P. A., Chapel Hill, N. C.

The taxes for October were payable on or before November 30. Five percent of the tax is assessed for failure to file on time if the failure is for not more than 30 days with an additional 5 percent for each additional 30 days or fraction thereof.

Accurate records which will enable the Commission to determine whether the correct amount of tax has been paid are required and such records must be maintained for a period of at least 4 years from the date the tax is due. Although no particular type of record has been specified by the authorities, a printed or written record will have to be kept—the practice of using a container for the tax without making a record will not be permitted.

If the tax is not in excess of $10 the return may be signed or acknowledged before two subscribing witnesses; if more than $10 the return must be signed and sworn to before an officer authorized to administer oaths.

N. C. Board of Pharmacy Licenses Ten Pharmacists

Meeting in Chapel Hill, November 12-13, the North Carolina Board of Pharmacy examined 13 candidates for license to practice pharmacy in this State.

Following a two-day examination period, Secretary-Treasurer F. W. Hancock announced that ten of the thirteen applicants has successfully passed the examination.

Graduates of the University of N. C. School of Pharmacy who passed were: George Edward Clark of Pittsboro; Edwin R. Fuller of Albemarle; George Graham Inman of Fairmont; Miss Anna Dean Burks of Chapel Hill; and E. Harrison Smith of Weldon.

The following assistant pharmacists received their full licenses: Newton Frank Adkinson of Forest City; Paul Link Cloer of Lenoir and Garland A. Eatman of Wilson.

Two special candidates were examined and licensed by the Board: L. P. Mayrand, a licensed pharmacist from Canada, and H. E. Roberts of Marshall.

The Board revoked the license of one pharmacist and placed two registered men on probation for an indefinite period.

B. B. Black: A Progressive Druggist

Several weeks ago the writer had occasion to visit Black's Drug Store located in Jackson Park near Kannapolis. The store, owned and managed by B. B. Black, is far above the average suburban drug store to be found in this State.

The fixture arrangement shows careful planning for customer convenience; the merchandise is clean and effectively displayed. Particularly noticeable was the prescription department which reflected the owners pride in his profession.

To top this layout, the owner and his clerks were doing a real job of selling; of store promotion; of building customer goodwill.

Folks like B. B. Black are bound to prosper in the drug business. May their tribe increase!

The Pharmacy Senate

By FRED DEES, JR.

Continuing its activities of the Fall Quarter, the Senate held two interesting programs recently.

At one program, Marsha Hood gave a talk on "Negroes in Pharmacy." It was brought out that there is a relatively low percentage of negro pharmacists in the United States which is probably due to the high cost of a four-year college course and the fact that few negroes can produce the necessary scholastic requirements for entering a school of pharmacy.

Our first debate of the year was held at the second meeting. The Query was: Resolved, That there is a shortage of pharmacists in North Carolina. The affirmative was upheld by Joe King and Kenneth Dingler while Henry Hood and Otto Matthews debated for the negative.

Scott Drug Company Holds Eighth Annual Pow-Wow

More than 300 manufacturers' representatives attended Scott Drug Company's Annual Pow-Wow at the Hotel Charlotte, Friday night, November 7. The event was doubly significant this year inasmuch as the meeting was held on the 50th Anniversary of the firm which began business in Charlotte on March 5, 1891.

Major Walter Scott, Jr., now serving in the United States Army, delivered the address of welcome followed by John M. Scott, President of Scott Drug Company, who gave a most interesting account of the firm, its founding, its activities over the past fifty years.

Short talks were also given by E. M. Hannon, Secretary-Treasurer of the Company, and by Johnny Bennick, Assistant Secretary and Sales Manager.

During the course of the night's activities, Mr. Bennick invited the guests to visit "The Dog House," a comfortable room established several years ago in the Scott Drug Company Building for the exclusive use of traveling salesmen. The room is fitted out with comfortable chairs, tables—everything, in fact, to ease the tired "dogs" of a salesman after a strenuous week. Friends of Mr. Bennick in the Charlotte area have dubbed him "Keeper of the Dog House."



JOHNNY BENNICK

A sumptuous banquet of roast stuffed Carolina turkey preceded the program which was under the direction of A. M. "Red" Gwynn. A floor show, "Artists and Models," closed Scott's Eighth Annual Pow-Wow.

Try This On Your Telephone

Here are some principles outlined by an experienced telephone operator to put appeal in your telephone voice:

1. Politeness aids business and hinders no one.

2. Such words as "yes sir," "thank you," and "please," do not indicate servility; they are proof of good breeding.

3. Never say "hello." Answer with the phone number, your name or the name of your company.

4. Brusqueness has no place in business.

5. Politeness saves time and sweetens tempers.

6. Clear enunciation is more precious than rubies.

7. Small customers today may be the big customers next year. Our courtesy must be genuine.

8. Sham politeness is worse than none.

—*K. P. News.*

Attention

Drene Shampoo and Wildroot Shampoo are not taxable under the new excise law. Shampoos containing more than five per cent saponaceous matter are exempt.

NOTICE

In returning applications for 1941 drug store permits to Secretary-Treasurer F. W. Hancock, please indicate on the blank exact street address of business. This additional information will facilitate return of Permit.

Merchandising Clinics

Druggists and drug clerks from every section of North Carolina attended the Merchandising Clinics held recently in this State through the co-operation of local drug clubs and wholesale drug houses with the North Carolina Pharmaceutical Association. Although attendance was somewhat reduced due to the help problem which exists at the present time, an average registration of 50 was obtained in each Clinic city making a total of 250 for the entire series of programs.

In addition to the scheduled list of speakers as announced last month, Mr. W. A. Queen of the Department of Agriculture, Raleigh, appeared on each of the programs to discuss the North Carolina Food, Drug and Cosmetics Act, particularly the provisions of the Act dealing with the sale of dangerous drugs. Mr. Queen, past president of the United States Association of Food and Drug Officials, conducted his portion of the program as a "Question and Answer Forum." By so doing he was able to clarify many questions propounded to him by his listeners.

Mr. B. R. Mull, Manager of Trade Publications, Eli Lilly and Co., spoke on the subject of "The Prescription Department as an Economic Factor" which was enthusiastically received by the registrants.

Informative addresses were also given by J. M. Cates, Jr., of Southern Dairies, H. W. Van Horn of Norris Candy Co., H. L. Hitchcock of Hollingsworth Candy Co., Dewey Pollard of Whitman Candy Co., F. O. Bowman, General Counsel for the N. C. P. A., E. F. Rimmer of the American Druggists' Fire Insurance Company and Langdon Common of Eastman Kodak Company.

Thirty-minute addresses were capably presented by the following druggists: John A. Goode, Asheville, who discussed "Store Policies That Produce Profits"; T. C. Yearwood of Charlotte who discussed the subject "You Need a Rx"; W. A. Gilliam of Winston-Salem who discussed the timely topic "Drug Store Personnel" and finally, Paul Bissette of Wilson whose subject "Quality vs. Price" is reproduced in this issue of the JOURNAL.

Especially noteworthy was the manner in which the presiding officers kept the meetings moving along on schedule. Sincere thanks is extended to the following druggists who, as presiding officers, helped to insure the success of the Clinics: Moss Salley of Asheville, R. P. Lyon of Charlotte, J. C. Brantley, Jr., of Raleigh and E. C. Daniel of Zebulon. Mr. Tom Crutchfield of Greensboro, scheduled to preside in Winston-Salem, was unable to attend due to illness in the family.

President Ralph Rogers of the N. C. P. A. was present for four of the five Clinics. He was unable to attend the meeting in Goldsboro or Friday, Nov. 14; however an immediate past president of the Association, Mr. Joe Hollingsworth of Mount Airy, was present at this meeting and spoke to the group.

Quiz Program

During the recent series of Merchandising Clinics, a quiz program was conducted in connection with the banquet held in each of the Clinic cities. The quiz, which consisted of ten pharmacy questions, was used as a basis for awarding more than $200.00 in prizes.

A checkup on the first 100 papers handed in shows that two persons led the list with a grade of 90 each: Bill McDonald of Ninth Avenue Pharmacy, Hickory, and Professor Ira Rose of Chapel Hill. Top winners in each of the five Clinic cities follow:

Asheville, Moss Salley, John Goode, B. L. Pinner (tied).

Charlotte, W. R. McDonald.

Winston-Salem, Joe Hollingsworth.

Durham, Professor Ira Rose.

Goldsboro, Paul Bissette, Wilson, and E. T. Beddingfield, Clayton (tied).

Obtain a supply of the recently published booklet, "A Look at Your Retail Druggist," from Bristol-Myers. It presents an accurate picture of the druggist.

Clinic Comments

P. J. Suttlemyre, Hickory, commenting on his election to the Executive Committee of the N. A. R. D.: "I conducted a silent campaign in Cleveland."

B. R. Mull, Eli Lilly: "Service being equal it's not the amount of business you do but the amount of money you have in your pants at the end of the year."

G. K. Moose, Boone: "What about the dispensing of dangerous drugs by unqualified persons in physician's offices."

Langdon Common, Eastman Kodak: "Show your customer cameras in three price ranges, say $2.50, $5.00 and $10.00."

Harry Montgomery, W. H. King Drug Company: "A step in the right direction."

Sam Welfare, Winston-Salem: "You fellows don't know anything about long hours —why when. . . ."

Dewey Pollard, Whitman Candy Co.: "Show the largest box first—your customer will feel flattered."

J. M. Cates, Jr., Southern Dairies: "The American Public is willing to try anything."

H. P. Watson, O'Hanlon-Watson Drug Company, relating a joke about a negro congregation on whose property oil had been struck: "I move the membership be closed."

W. R. "Bill" McDonald of Hickory registering **Brem Bonner** at the Charlotte Clinic with the notation, "At Large."

R. P. Lyon, Charlotte: "Let's make pharmacy more attractive for the students of today by shortening hours. . . ."

W. L. West, Roseboro: "These Clinics are worth while.

Everyone was mighty glad to see **Uncle George Pilkington** at the Durham Clinic.

Joe Hollingsworth, at the Goldsboro Clinic: "Last Spring I promised the druggists in this section that I would be present at the Goldsboro Clinic come hell or high water. Well, we've had a mighty dry season and I didn't see any high water on my way here this morning but about six miles out from Goldsboro the ignition of my car caught on fire. For a minute, after the smoke started to boil up into my car, I thought. . . ."

L. M. Bobbitt, Winston-Salem: "Druggists ought to get out into the open more—to take more time out for recreation."

P. A. Lee, Dunn: "The address delivered here (Durham) tonight by Mr. Mull of Eli Lilly was one of the best I've heard in 38 years."

E. R. Rimmer, A. D. F. I. Company: "Out of 8,500 losses reported to the American Druggists Fire Insurance Company, approximately 25% were caused by cigarettes carelessly handled by smokers."

Proprietor to **H. L. Hitchcock**, Hollingsworth Candy Company, after the latter had lectured a front clerk for 15 minutes on the proper way to display and sell candy: "Hitchcock, save your breath to cool your coffee—I'm going to fire that clerk Saturday night."

John Goode, Asheville: "Drug Store Management—a book on merchandising activities recently published by McGraw-Hill Book Company—is recommended to the pharmacist who desires to do a better job of selling."

T. C. Yearwood, Charlotte: "Let's think about the bright side of pharmacy—about better business conditions."

John Civil, Charlotte: "What about your delivery service—a losing proposition?"

B. R. Mull, Eli Lilly, on the subject of detailing physicians by pharmacists: "Twelve calls a year has been found to be most effective—six a year is good—more than twelve is worse than none."

Paul Bissette, Wilson: "We have traded the public down."

E. T. Beddingfield, Clayton: "I've enjoyed the meeting today (Goldsboro) and hope the Clinics will be continued."

E. C. Daniel, Zebulon: "Mr. Bissette's address this afternoon reminded me of something which occurred in my store several weeks ago. A poorly dressed stranger entered my store and called for a drug item. After looking him over I wrapped up the smallest size I could find. Imagine my surprise when the stranger handed me a fifty-dollar bill."

25 Pointers for Increasing Candy Sales*

By H. W. VAN HORN
Sales Representative, Norris Candy Co.

1. Make some one directly responsible for candy sales.

2. Place your candy show case in the right place . . . just inside the door. Soda and cigar customers must then pass the candy display twice—coming and going.

3. Arrange merchandise so that the quick-sale items are within easy reach.

4. If possible, separate all special packages from your candy case, and feature them on a table in center of the floor.

5. Have all your sales people suggest the "latest candy special."

6. Advertise candy in any exposed space on the side of your building.

7. Use your window displays.

8. Keep a perpetual inventory of candy. It's easy to do.

9. Write personal letters to customers and prospects.

10. Use lots of price tickets.

11. Display packages on top of the show case.

12. Place advertising banners and signs above the show case.

13. In hot weather keep candy case cool with small electric fan.

14. Store surplus candy in a dry, cool room, piling the packages on shelves—not on the floor nor snug against the wall.

15. Keep cases and displays clean and the glass polished.

16. Sell displayed items, then replace from stock. This prevents spoilage and keeps goods new and attractive.

17. Protect wall cases and stock cases from dust.

18. Find out exactly what it costs to operate your candy department. Don't accept your store average as a guide. Candy turns rapidly, therefore the cost should not exceed 20%. There is a profit in candy.

19. In holiday season solicit selected customers personally. Use the telephone; and, especially go after large business institutions.

20. Operate a concentration sale on some good seller every week, featuring a different item every time. Display the special number in the window on the counter, on display tables—in fact, everywhere possible in your store.

21. Order candy often by express. Have what your customers want when they want it.

22. Conduct joint newspaper advertising campaigns with nearby NORRIS dealer.

23. Use both newspapers and circulars.

24. Display small packages selling up to 25c near the cash register. Many customers will take their change in candy.

25. Turn your stock at least once a month. Do not hold slow moving stock. Clean house . . . concentrate . . . standardize!

* Presented at the Asheville Merchandising Clinic, November 10.

Acknowledgment

An expression of thanks is tendered the following individuals and firms who kindly donated prizes for use on the Quiz Program conducted during the Merchandising Clinics: The Dr. T. C. Smith Company of Asheville, Burwell Dunn Drug Company and Scott Drug Company of Charlotte, H. L. Hitchcock of Hollingsworth Candy Company, O'Hanlon-Watson Drug Company, R. J. Reynolds Tobacco Company, the Bennett-Lewallen Company and Goody's of Winston-Salem, Southern Dairies of Greensboro, Norris Candy Company of Atlanta, Whitman Candy Company of Philadelphia and W. H. King Drug Company of Raleigh.

Special recognition is given the Charlotte Drug Club for the banquet which they provided each registrant at the Charlotte Clinic without cost.

A note of thanks is also extended to Mr. Coke Cecil of High Point for the special entertainment presented in Winston-Salem and to the toastmasters who did a grand job at the Clinic banquets.

The American Druggists' Fire Insurance Co.

IS OWNED AND CONTROLLED

by the

Retail Drug Trade of the Country



E. F. RIMMER of Sanford
State Agent

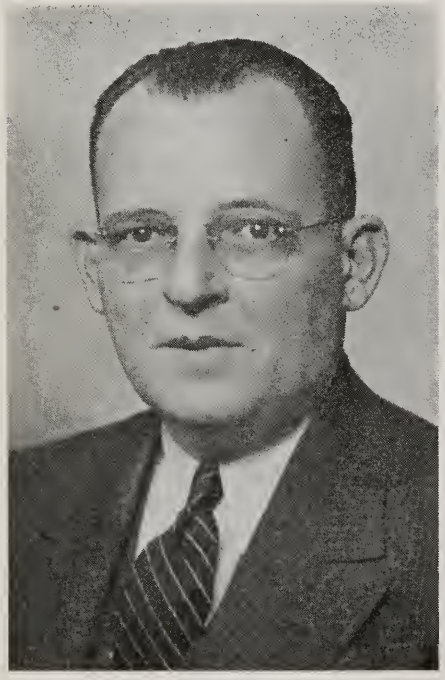
- It is in business to provide for retail druggists better insurance at lower premium rates.
- It is the only Capital Stock, Druggists' Fire Insurance Company in existence.
- It has a surplus as to policy-holders of nearly Two Million Dollars, vouched for by State Insurance Departments.
- It is examined and supervised by 43 State Insurance Departments.
- It has resident agents in 43 States.
- In case of fire loss it gives you a square deal—its adjusters are specially trained for drug store losses.
- It makes adjustments and settlements promptly and without any unnecessary delay.

QUALITY vs. PRICE*

By PAUL BISSETTE
President-Elect N. C. P. A.

I am very happy to be here in Goldsboro this afternoon and am extremely grateful for the privilege of talking to you.

Please do not think because I am appearing on this program that anybody considers me an authority on anything. I would like to explain to you just how it all happened. Several months ago I appeared before the executive committee of the N. C. P. A. and invited this meeting to Wilson. I'm interested in Chamber of Commerce work over there and it appeared the proper thing to do.



PAUL BISSETTE of Wilson

Well, I heard nothing further from the matter till about three weeks ago. A letter came from Mr. Smith saying that a series of meetings was to be held in several cities in the state and that a very fine array of speakers has been secured. "The committee has decided, he said, to honor one druggist in each section by permitting him to appear on the program." So please bear with me, gentlemen, for I am being both honored and compromised.

I would, however, like to thank the committee on arrangements for permitting me to appear ahead of the speakers. This arrangement also permits me the honor of having an audience.

Honestly, gentlemen, I am sincere when I say to you that in my opinion we can learn a great deal more about operating a retail drug store from these gentlemen than we can from one another. We are not always able to see our own cobwebs. We lack the proper perspective. They are like the old maid who lived in the apartment house. She was always favored because she had a lot of money, her every need was catered to by the management. When she called up one morning in an apparent frenzy and asked the manager to come up to her apartment immediately, he broke all speed records getting up there. When he arrived she was standing by a window. She said, "Mr. Manager, look across on the other side, the other wing of the apartment on the same floor and see what you see." He looked and what he saw was a young man apparently shaving and he had nothing on his shoulders. It was a nice, hot summer day. Why should he be else but comfortable thought the manager. "Well, honestly, Miss So-and-So, I see nothing wrong," he said. She said, "Yes, but you climb up on the top of that closet."

I sometimes think we should do a little more climbing on closets. I sometimes wonder if we wouldn't be better off if we would supplement our knowledge of chemical analysis with just a little knowledge of store analysis. I wonder too if we are not a little more price conscious than we are quality conscious? Doesn't it upset us a little more to have Mrs. Jones or Mrs. Smith tell us that she bought Carter's Little Liver Pills for 2c less at the big chain drug

* Presented at the Goldsboro Merchandising Clinic, November 14.

store in the neighboring town than to have her say that she bought a $6.00 Lucite Hair brush from them because we didn't have it in stock?

We have, in my opinion, definitely traded our public down. We have been doing it for years. We have built beautiful stores, air conditioned them in some instances, installed beautiful fountains and used them all for what? To tell our patrons that this is the place to buy cheap merchandise. I have even heard the term, "Drug Store Merchandise" meaning *cheap merchandise*. I wonder if there are not people who go to the drug store when they want something cheap but elsewhere when they want something good?

Yet, people love quality. People buy quality. People can be traded up. You love quality; and you *buy* quality. There are 89c shirts sold in your town but you don't wear them.

Because of the enormous amount of money being spent for National Defense most of our customers have more money to spend than they had last year or the year before. What does this mean to them? To most of them it means that they may now have that something that last year they did not feel they could afford. Most of them are not looking for bargains. Most of the people coming into our stores today can afford to buy quality. I am convinced that more of that type would come in if they thought we had quality. If it is true that men are in the majority in your store, men especially buy quality rather than price.

I was in New York several weeks ago and one afternoon was walking along Fifth Avenue when my attention was attracted to an unusual display of men's ties. I stopped for a moment and finally walked in and asked the price of the tie in the window. The salesman said, "Oh! that English Macclesfield? That is only $5.50 but we have better ties than that if you'd care to look." "I was just looking, thank you," but about that time I espied a shirt, perfectly fitted on a display form that was without a doubt the most beautiful men's shirt I have ever seen. I asked the gentleman, "How much for the shirt?" He took a quick look at my $2.00 Arrow and said, "You understand, Sir, that all of our shirts are made to order. That is one we made up for display and is just $17.50. I was still, "Just looking" but I'll swear I was tempted to spend seventeen dollars and a half for that was really a good-looking shirt. As I came out I saw a small gold leaf sign on the window that read, "A. Sulka & Co., New York, London, Paris." I have since learned that the cheapest tie they sell is priced at $3.50 and shirts as low as $12.00. I have also learned that throughout the world the word Sulka on a cravat, shirt or pajamas means the same as Sterling on Silver or Tiffany on a diamond box. The moral to this story possibly lies in the fact that there were about 18 or 20 salesmen in this store and they were all busy. Yes, busy serving customers who wanted the best, and were willing to pay the price for it.

We, too, can sell quality. We can begin by selling our stores as being institutions in our respective communities that stand for the best in store and community service. We can see that our salespeople are clean and neat in appearance, that they reflect the quality atmosphere with which we would like to surround our businesses. We can be sure that our floors, our show cases, our windows provide the right kind of setting for quality merchandise, and last, but certainly not least, we can be sure that we have quality merchandise in our stores.

I would not have you believe that you can do business exclusively on highest quality merchandise nor would I have you believe that it isn't necessary to stock and display popular priced goods. Please remember that I said display. Your *selling* time is certainly far too valuable to devote to the sale of inferior short-profit items.

I would like, if I may, to speak to you for a few minutes about several of the departments in our stores in the hope that I may find something that will be of value to someone here.

First on my list is candy but since my good friend Dewey Pollard is to speak to you later on this most interesting subject, I certainly shall not attempt to compete with him. You may be sure, too, that Dewey will talk about quality candy rather than price candy.

In connection with my own topic, how-

ever, I would like to remind you that more candy is being sold in America this year than ever before in the history of the industry.

Sales of candy in 1940 equaled 16.9 pounds per capita, the highest level ever reached. This year's sales are running even higher.

You have a better opportunity to sell dollar and a half a pound candy than you've ever had. Customers have more money to spend and that means they are spending more on impulse merchandise such as candy.

When a man comes in our stores and says, "I'd like a nice box of Candy," for heaven's sake let's don't say, "Here's a nice box for 69c. It's special today." Give him a two-pound box for $3.00 and when I say give it to him I mean put in his hands and tell him what a lovely gift that two-pound box will make but don't stop there. Offer to deliver it or mail it for him and then suggest a jar of hard candy for the children.

What about Toilet Articles? Do you spend your time telling your customers why you can't sell X or Y Creams at 39c or do you extol the virtues of Elizabeth Arden, Dorothy Gray or Rubenstein at one, two, or three dollars a throw. Yes, I know there are a lot of women in your town who can't afford to pay a dollar for a two-ounce jar of Cleansing Cream but there's a heck of a lot of them who *will* do it.

I remember when we wondered how girls working in dime stores for six or seven dollars a week could afford a pair of silk hose. They're wearing them, aren't they?

And now that they are making ten dollars a week a lot of them are paying a dollar ninety-five for Nylons, too. Why, you ask? Because they too love quality. They, too, like the best. Are we offering it to them, folks, or are we telling them how much they can *save* by shopping at our store.

The opportunity to sell quality bristle goods is one of the great neglected opportunities of the drug store. Do you have any idea of the snobbish delight that your customer takes in his pet hand brush? You would be surprised, I believe, to know how many of your customers really know what the work "Kent" means on a brush. The new Lucite bristle goods, now offered by several manufacturers, offer one of the finest promotional opportunities that quality bristle goods have known for years.

While I was in New York I was referred to one of Liggett's newer stores to inspect some new fluorescent lighting fixtures. What first attracted my attention, however, was not fluorescent lighting but two mammoth windows, not one, mind you, but two. Both filled with Lucite bristle goods . . . and not a 98c brush in the lot.

In a later conference with the store manager I learned that both windows had been in for several months, that the sales from these two windows had more than paid their rent and their best selling number was a hair brush for $7.50.

How many of you sell 75c tooth brushes? There are a lot of them sold and they are sold to people who don't haggle over the price.

Who is getting the fine Camera business in your town? I'm sure all of it isn't going to Montgomery Ward, Sears, Central or one of several other mail order houses.

Cheap cameras may create a lot of film business but they also create a lot of headaches and poor quality pictures.

I can think of no single item in a retail drug store that is easier to trade up on than a camera. But you can't sell many $15.00 and $25.00 cameras from a catalog nor can you sell them from a 69c camera atmosphere.

I would like to talk at more length about this subject, for fine cameras happens to be a hobby of mine, but we are fortunate in having with us today Mr. Langdon Common of the Eastman Kodak Company who is not only an expert on this topic but also a most interesting speaker. I look forward with pleasure to Mr. Common's address.

Now, I would like to risk a few opinions on drug store advertising. Most of it is according to advertising experts, advertising standards and all other standards at best . . . terrible.

Our advertising in my opinion has not even kept pace with our merchandising

(Continued on Page 301)

Notes and Queries

By H. M. BURLAGE, Professor of Pharmacy, Chapel Hill, N. C.

Readers of the JOURNAL are invited to send in their prescription problems to Professor Burlage who will render any assistance he can without charge.

(4)* The following prescription was presented to this section by a pharmacist from a nearby community:

Sodium borate 5 IV
Potassium acetate 5 IV
Spirit of ethyl nitrite.....f℥ Iss
Hexatone q.s. ad.....f℥ IV
M.

From the standpoint of sound therapy this prescription appears to be poorly written because "Hexatone," as observed from the following formula, contains among other things, methenamine, which is intended to be the chief active constituent and is effective in an acid media and the prescription as filled has a pH of more than 8; hence it is highly alkaline. "Hexatone" contains, in each fluid ounce, methenamine 12 gr., lithium benzosalicylate 16 gr., sabal 20 gr., zea 20 gr., triticum 20 gr., buffered with potassium acetate about 20 gr., and has a pH of 7.

When filled as written, an insoluble, gummy, dark mass, which settles rapidly and alheres to the bottom of the container and the supernatant liquid has a pH of 8.3. As such, the product cannot be dispensed even with a shake label. The insoluble matter is formed because the amount of sodium borate called for will not dissolve in the solvents present; gummy material will precipitate from the "Hexatone" in the alkaline-alcoholic water medium resulting from the action of the chemical salts and the spirit of ethyl nitrite.

* The experimental work was conducted by Henry A. Hood, Dunn, N. C.

At least, four alternatives seem to present themselves in producing a presentable product:

(a). Since, with "Hexatone," the medicament should not be too highly alkaline with sodium borate, it might be advisable, after consultation with the physician, to omit the borax. When this is done a clear, deep brown solution, which is stable and has a pH of 7.1, is obtained.

(b). Also, with the permission of the physician, an equivalent amount of sodium nitrite might be substituted for one of the offending ingredients—i.e., spirit of ethyl nitrite—(as was done in the N. F. VI formula for Copaibae Mixture). To the highly alkaline solution, Pharmagel B (a pharmaceutical gelatin) (0.64 gm. per fluid ounce) may be added as a suspending agent. The resultant product has a pH of 8.45 and is satisfactory to dispense with a "Shake" label since the insoluble material may be easily put into uniform suspension.

(c). Again, if the calculated amount of sodium nitrite is used instead of the spirit, a satisfactory product may be obtained by dissolving the borax in glycerin (22 cc.) and then adding the remaining ingredients. A clear, deep brown solution with a pH of 6.85 is obtained.

(d). If the borax is dissolved in 10 cc. of glycerin and the remainder of the ingredients aded as they appear in the prescription, a deep brown liquid (pH 7.47) is obtained which should be dispensed with a "shake" label since there is a small amount of fine precipitate which may be easily and uniformly suspended upon shaking.

Bracket system of Federal retail sales tax computation and collection approved by the Bureau of Internal Revenue of the U. S. Treasury Department:

Sale	*Tax*	*Sale*	*Tax*
$0.01 to $0.04	No Tax	$0.55 to $0.64	$0.06
0.05 to 0.14	$0.01	0.65 to 0.74	0.07
0.15 to 0.24	0.02	0.75 to 0.84	0.08
0.25 to 0.34	0.03	0.85 to 0.94	0.09
0.35 to 0.44	0.04	0.95 to 1.04	0.10
0.45 to 0.54	0.05		

Second edition, revised and enlarged

PHARMACEUTICAL DISPENSING

By WILLIAM J. HUSA, Ph.G., Ph.C., B.A., M.A., Ph.D.
Professor and Head of the Department of Pharmacy
University of Florida

Doubled in Size! *Trebled in Illustrations!*

Yet the Price Remains the Same!!

806 Pages Price $4.00 Postpaid

FEATURES OF THE NEW EDITION

- Contains all important new developments in compounding and dispensing
- Latest information on incompatibilities of official drugs and proprietary specialties
- New illustrations of modern prescription departments
- Modern close-up views of pharmaceutical processes
- New prescriptions from all sections of the United States
- Latest information on professional pharmacy, hospital pharmacy, dental pharmacy, detailing the physician, etc.
- Attractively bound in durable, cleanable, water-resistant cloth

AN OPPORTUNITY FOR THE BUSY PHARMACIST
TO SECURE THE LATEST INFORMATION

ORDER FORM

CAROLINA JOURNAL OF PHARMACY, Drawer 151, Chapel Hill, N. C.

Dear Sirs:

Please send me one copy of "HUSA-PHARMACEUTICAL DISPENSING"
Price $4.00 Postpaid

☐ Check enclosed Name.....
☐ Money order enclosed Street.....
☐ Send C. O. D. City and State

Please Mention The Carolina Journal of Pharmacy When Writing Advertisers

Woman's Auxiliary Page

Mrs. W. J. Smith, Editor

President	Mrs. C. C. Fordham, Jr.		Greensboro
First Vice-President	Mrs. Philip Van Every		Charlotte
Second Vice-President	Mrs. Phil Gattis		Raleigh
Secretary-Treasurer	Mrs. Thos. G. Crutchfield		Greensboro
Parliamentarian	Mrs. D. D. Hocutt		Henderson
Historian	Mrs. M. L. Jacobs		Chapel Hill

Our Guest of Honor this month is the Woman's Auxiliary's First Lady, Mrs. F. W. Hancock. Mrs. Hancock not only founded the Auxiliary but guided it through its first years. She was instrumental in starting the Student Loan Fund, for which we are all working. But here is the grand news! Mrs. Hancock has graciously consented to write her story of the Auxiliary during the time of her Presidency. This will start with the January issue of the JOURNAL. We'll be looking forward to it with a great deal of pleasure.



MRS. F. W. HANCOCK

Three of our Drug Club Auxiliaries sent us reports of their last meetings, and right here we want to thank the reporters of these clubs for their fine cooperation.

Greensboro Drug Club Auxiliary

MRS. DEWEY E. GROOME, *Secretary*

On October 17th the Sally Sothern Hostess Room (Southern Dairies, Inc.) opened its doors to the Greensboro Drug Club Auxiliary for their first benefit bridge party. Ten tables were in play. Mrs. Ralph J. Sykes, our president, was a little indisposed at that particular time and wondered if we could fill the room. She knew she had wonderful help in Mrs. George W. Neister—of course Mrs. Neister would say it was "fun" to call all the members and work up a ten-table bridge party! Our hats are off to Minnie (Mrs. Neister)—she really got results—and the best part of it all was—everyone had the BEST time—everyone declared it was just like a private or personal party. Yes, we had prizes for every table for high score—these were donated by the Justice Drug Company. All the draw prizes were given by Southern Dairies (strawberry pies to be carried home for supper). The Justice Drug prizes were lovely powder jars filled with dusting powder. We have another most valuable member when it comes to getting things just right—that is, she always sees to it that prizes are there and just what one would want—that friend is Mrs. P. A. Hayes. Last but not least, as a result of the party we had ten perfectly good dollars to add to our funds.

Mrs. D. L. Shreve, one of our very first charter members, left us before the first luncheon, having moved to Florida. We want to say Hello to her and thank her for her membership which we treasure.

Glad to say that our little friend, Mrs. J. T. Usher is back on the road to recovery. Mrs. Usher has been ill most of the summer

months. Our good wishes go to her for a complete recovery immediately.

By the way, the State President happens to be our very own "little Frances" (Mrs. C. C.) Fordham. . . . She sends greetings to each and everyone of you.

A Christmas party is being planned. There will be, of course, a Christmas tree—and a banquet. Yes, the husbands will be invited—too near "Santa Claus" time to have a party without them!

Our membership continues to grow—we are very proud of our start and hope by the first of the year we will have reached our goal.

Of course all the members have been doing a wonderful work in entertaining the soldiers—sharing their homes, food and entertainment.

Mrs. Lon Russel was seen with a most unusually happy smile walking down the street with a little "soldier" all dressed his very best. When asked why she was so happy, she curtly replied, "I want you to meet my SON, Lon, Jr. who is home for his first week-end since entering Hargraves." Lon, Jr. is just eleven, but he will make a fine-looking soldier one of these days.

Friday night, November 7th, the Auxiliary members were guests of the Drug Club at their regular business meeting, followed by a buffet supper and later a bingo party in the Sally Sothern Hostess Room. This we think is one of the "best" parties—good eats, pretty bingo prizes, and loads of fun for all.

Charlotte Druggists Auxiliary

MRS. R. E. CORNELIUS, *Secretary*

The Charlotte Druggist Auxiliary met for luncheon Tuesday, Nov. 11 at Gray's Dining Room. Due to the fact that it was Armistice Day, group singing of patriotic selections was enjoyed, followed by piano selections by Mrs. J. G. Dawson.

Mrs. James Boyce Hunter gave us a most inspiring message, "Women in Defense", pointing out to us that women, as in all previous crises, play a most vital part. At the suggestion of Mrs. Hunter, Mrs. Leslie Barnhardt, our president, appointed the following ladies to a defense committee: Mrs. T. N. Edwards, Chairman, Mrs. J. W. Bennick, Mrs. Philip Van Every, Mrs. James Boyce Hunter, Mrs. W. S. Obenshain to assist Mr. J. E. Burnside, the local chairman.

The Charlotte Drug Travelers held the formal opening of their clubhouse (located on the Catawba River) Saturday night, Nov. 8. The clubhouse was attractively decorated with autumn leaves, pumpkins, and cornstalks. The mantle and table decorations were bronze and gold pom pons. Dancing was enjoyed to music furnished by a Hawaiian String Band. Punch and cookies were served and a grand time was enjoyed by all who attended. Officers of the club and their wives formed the receiving line and included Mr. and Mrs. E. H. Hemmle, Mr. and Mrs. Walter R. Dixon, Mr. and Mrs. Johnnie Bennick and Mr. and Mrs. C. H. Smith.

Winston-Salem Apothecary Club

MRS. A. L. FISHEL, *Reporter*

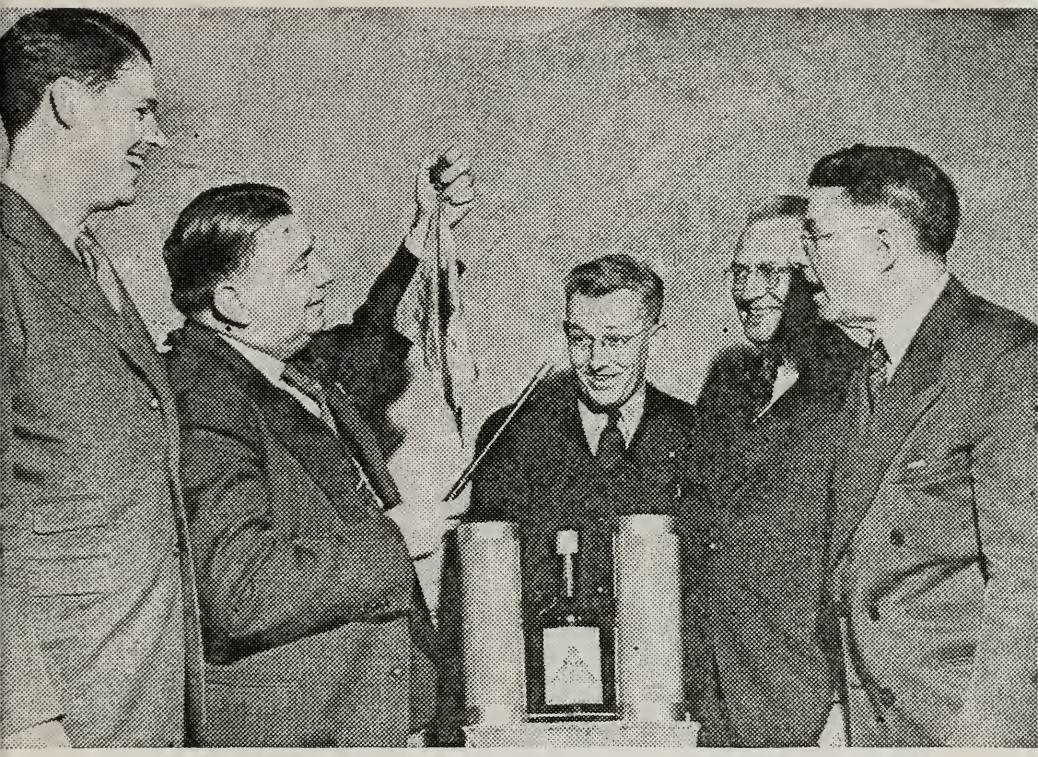
(Since this is Winston-Salem's first visit to our Page, we would like to give you a short review of their fall activities.—Ed.)

The first meeting of the year was held in June with Mrs. M. V. Williams and Mrs. J. M. Darlington, Assistant Hostess. There was a good attendance and a big time. Two of the members who were unavoidably delayed were so determined to get there that they reached the house after the meeting was over and Mrs. Williams had already gone back to her room. I wonder if it could be that they knew what good things Mrs. Williams always gives her guests to eat!

July and August were vacation months, but in September we were glad to begin fall and winter activities by meeting with Mrs. Willson's group at Mrs. Causey's home. There were twenty-one present. Two of the members had made tiny stockings out of the most colorful scraps. Into these each one was asked to put as many pennies as the size of hose she wore. The group added this amount to their part of the loan fund.

October with all of her glorious attire inspired Mrs. Gilliam's group to meet with Mrs. H. P. Watson. Her home had just been redecorated. It was my misfortune to be absent, but I heard each one rave over a

(Continued on Page 301)



A. Coke Cecil of High Point, second from left, demonstrates a bit of magic to Langdon Common, Eastman Kodak Co.; E. F. Rimmer, A. D. F. I. Co.; B. R. Mull, Eli Lilly and Company and Sam Welfare, Winston-Salem druggist. The picture was made at the Winston-Salem Merchandising Clinic held in that city on November 12.—*Journal-Sentinel* photo.

Celebrate Golden Wedding Anniversary

Secretary and Mrs. F. W. Hancock of Oxford were the recipients of many congratulatory notes and personal good wishes from their friends on November 17. The occasion for the celebration was their golden wedding anniversary.

The event was doubly significant to them because that date was the silver wedding anniversary of their oldest daughter, Mrs. Rowland Pruette of Wadesboro.

The JOURNAL joins with the many friends of the Hancocks in wishing for them many years of happiness in the future.

Recommended

"The Druggist and the Food, Drug and Cosmetic Act" is recommended to those who desire information on this important legislation.

The 64-page booklet, second Edition, may be obtained from the publishers: The National Association of Retail Druggists, 205 West Wacker Drive, Chicago, Illinois. The price is $1.00 per copy.

Incorporated with a discussion of the Act are also regulations concerning label requirements and mandatory warning statements together with model labels for common drugs and preparations.

T. M. A. PAGE

Reporters

J. E. Treadwell	N. B. Moury	C. H. Smith
Raleigh	Greensboro	Charlotte

Co-operation with a capital "C" best expresses Joe Hollingsworth's recent activities in securing new sustaining members for the Traveling Men's Auxiliary. His one-man membership drive has already netted ten new members for the organization and he plans to continue the work until the total membership reaches 200.

Counting the new sustaining members sent in by Mr. Hollingsworth, the membership of the organization now totals 198 which, it is believed, is the largest T. M. A. group in the South.

The names of the newly enrolled members, as reported by Secretary-Treasurer Floyd Goodrich, follow:

Name	*Firm Represented*	*Home Address*
Agnew, J. F.	United Drug Company	1137 Allendale, Roanoke, Va.
Beck, J. L.	Sharpe & Dohme	Box 101, Roanoke, Va.
Foster, C. R.	United Drug Company	3901 Hanover Ave., Richmond, Va.
Hampton, W. W.	Bennett-Lewallen Co., Box 1448, Route 6,	Winston-Salem, N. C.
Johnson, W. L.	Eli Lilly & Co.	127 W. Elm St., Mount Airy, N. C.
Keller, R. P.	Parker Pen Company	24 W. Lock Lane, Richmond, Va.
Owens, S. Ross	Knox Glass Associates	16 S. 17th St., Richmond, Va.
Pell, W. R.	The Maltbie Company	Westfield, N. C.
Pinnix, Joe L.	The Upjohn Company	Box 134, Kernersville, N. C.
Woodard, J. C.	The S. E. Massengill Co.	214 Lindsay Street

Wilson Simmons, associated with the Patterson Drug Company, Winston-Salem, for the past two years, has accepted a position with the Winthrop Chemical Company. His headquarters will be in Asheville.

Mr. and Mrs. **Langdon Common** (Eastman Kodak) of 117 Hillside Avenue, Charlotte, adopted a seven-months-old boy on November 15. Congratulations!

The Charlotte Drug Travelers officially opened their club house, located on the Catawba River near Charlotte, on November 8. A large group of travelers and their wives were present for the opening.

J. Floyd Goodrich, Sales Manager of B. C. Remedy Co., returned to Durham on Thanksgiving after an extensive business trip to Atlanta, Ga. and several other Southern cities.



NEWS NOTES

C. L. Clodfelter, Durham druggist, was the winner of a free lot offered by the Durham Realty and Insurance Company as a feature of the development program sponsored by this company. No strings were attached to the "prize" which measured 50 x 200 feet.

C. T. Council, president of the B. C. Remedy Company, Durham, recently announced the payment of a bonus of 10 percent of the past quarter's salary to all employees of the company. He said that the bonus had been given because "we had a little extra money and so we just split it with our employees."

Mr. and Mrs. A. Coke Cecil of High Point have just returned from a two weeks' trip to Jamaica and Haiti.

C. M. Crowell of Charlotte recently purchased part interest in the J. A. White Drug Store of Mooresville and has already taken over management of the firm. Mr. Crowell formerly worked in Mooresville at the George C. Goodman Drug Store before going to Charlotte.

We understand the Columbia Drug Store of Columbia has discontinued business.

P. J. Suttlemyre, Hickory, recently attended a meeting of the Board of Directors, The American Druggists' Fire Insurance Co., in Cincinnati, Ohio. No sooner had Mr. Suttlemyre returned to North Carolina than he had to head for Chicago where he attended a meeting of the N. A. R. D. Executive Committee.

Here's a commendable idea being used by the staff of registered pharmacists of the T. A. Walker Drug Store of Charlotte: Periodically they collect samples of drugs from physicians' offices for mailing to England in the "Bundles for Britain" movement.

We are delighted to learn that Mrs. B. B. Black has returned to Kannapolis after being confined in a Charlotte hospital for several weeks.

C. M. Andrews, associated in the drug business in Burlington and Alamance County for years, will assume active management of Alexander's Drug Store, Waynesville, on December 1. Mr. Andrews leaves a host of friends in eastern North Carolina who wish him well in his new business venture.

H. F. Moose has been transferred from Purcell's Drug Store, Albemarle, to the Purcell store in Statesville.

Friends of **C. P. Harper,** Selma, will be glad to know he is rapidly recovering from an accident suffered several months ago. He has been recuperating in a Wilson hospital.

Dr. L. C. MacKinney of the U. N. C. History Department was the featured speaker on the second program of the U. N. C. Students' Branch of the N. C. P. A., Tuesday, November 18, in Howell Hall of Pharmacy. Dr. MacKinney's topic was: "Use of Animal Material in Pharmacy Throughout the Ages."

Two local drug clubs held meetings in November: The Greensboro Drug Club met in the club room of Southern Dairies on Friday night, November 7, for a friendly get-together. Meeting on the same day but in the afternoon was the Asheville Drug Club. Various provisions of the Food, Drug and Cosmetic Act were discussed by the 20 members present for the meeting.

Hal C. Reaves, who has managed Reaves Pharmacy, Asheboro, for the past several years, opened Reaves Walgreen Agency Drug Store in that city on November 25.

H. A. Tally of Asher-McAdams Drug Company, Burlington, has one of the largest collections of pharmaceutical reference books in the State, many of them first editions.

J. W. Harrison, Asheville, attended a gathering of radio amateurs in Charlotte, November 9.

G. B. Woodward, who has been working in Erwin, Tennessee for the past year, is now with the Waynesville Pharmacy of Waynesville.

Earl Capps, formerly of Nashville and Spring Hope, has accepted a position with Saunders Drug Store, Rocky Mount. He replaced **L. A. Lorek** who was transferred to the Saunders store in Wilmington.

It's modernization time in Gastonia: Smith's Drug Store in that city has been completely remodeled while Caldwell's Drug Store (**P. G. Caldwell,** owner) has a new front.

Charlotte druggists are to be congratulated on their work during National Pharmacy Week this year. In addition to two pages of institutional advertising in the local papers, they arranged for six daily spot announcements over station WSOC. During the week Mr. T. C. Yearwood, local druggist, delivered a 15-minute radio address over the same station—shortly after the broadcast Mr. Yearwood received 14 letters and telephone calls from listeners complimenting him on his address.

The JOURNAL wishes to acknowledge two recent gifts presented to the U. N. C. School of Pharmacy for use in the library: a copy of the Second Edition of the *Dispensatory of the United States of America* (1834) presented by pharmacist L. L. Sloop of Spencer and a copy of *Vitalogy* as a gift from W. A. Ward of Swannanoa.

An indication of the age of the latter book will be gained from the following: Kerosene oil is recommended as an excellent cure for diphtheria; baking soda is said to "cure" erysipelas; walking backward around a room for ten minutes is recommended for headache.

L. M. Bobbitt of Winston-Salem was the big winner in the 18th annual field trials of the Southwest Virginia Amateur Field Trials Association. Bobbitt's dogs swept first place in all four stakes and copped three thirds. He won $230 in prize money.

Marriages

Miss Mary Kathryn Felder became the bride of Claude Phillip Suttlemyre in a charming and simple ceremony at the First Methodist Church, Charlotte, on October 18. Only the immediate families and a few intimate friends of the couple attended the ceremony.

Mrs. Suttlemyre is the daughter of Mrs. F. A. Felder and the late Mr. Felder of Columbia, S. C. She was graduated from the city schools of Columbia but for the last five years has made her home in Charlotte.

Mr. Suttlemyre, the son of Mr. and Mrs. E. G. Suttlemyre of Hickory, graduated from the University of North Carolina School of Pharmacy and was licensed as a registered pharmacist in 1935. While a student at the University Mr. Suttlemyre made an unusually high scholastic record and served as Student-Assistant in the laboratories of the School of Pharmacy for several years. For the past six years Mr. Suttlemyre has been in the employ of Walkers Drug Store, Charlotte.

The young couple will make their home in Charlotte at 504 Fenton Place.

Mrs. Edith Gray Harville was united in marriage with Arthur Eugene Joiner at the First Baptist Church in High Point on November 3. Following the ceremony the couple left for a trip through Western North Carolina following which they will make their home in High Point.

Mr. Joiner is the proprietor of Arthur's Pharmacy, High Point.

Deaths

Ralph B. Craig, 55, of 1107 Glendale Avenue, Durham, was found dead in a Atlanta, Georgia, hotel on November 9. Mr. Craig, who represented the New York Quinine and Chemical Works in this section, is survived by his daughter, Miss Ruth Craig.

E. L. DeLamater, who formerly represented Sharpe and Dohme, died at the home of his sister in Georgia recently. Mr. DeLamater, who made Raleigh his headquarters while in this State, retired several years ago.

QUALITY vs. PRICE

(Continued from Page 292)

methods, certainly not with our store improvements.

As a whole I believe the chain stores are doing the most abominable job of advertising today, known to the industry.

You see them, full pages and double trucks . . . Spots! Circles! Bull's eyes! Geometric designs, whirlygigs Black! Above all, lots of black! Anything to get some degree of segregation in what would otherwise be a jumbled mass. Anything to keep toilet water out of the toilet paper; the boric acid out of the fried chicken; the disinfectant out of the perfume and the tobacco out of the soap.

You'll see Harriet Hubbard Ayer, Coty, Lentheric and Early American flanked by Sal Hepatic on one side and toilet tissue on the other.

Do you display fountain syringes and Lanteen in your candy department? Then why isn't this just as unorthodox and just as distasteful?

Let's go on from there. Here's a box which says something like, "Life itself may depend on the filling of your prescription." Right next to it is an announcement of a wonderful discovery for high-blood pressure containing this intriguing passage, "If you don't know the cause of your high-blood pressure, see your doctor." "Money back guaranteed."

How does that affect the doctor whose good will they are courting? The product may be good—all that is claimed for it. I am told that this advertising pays. I am convinced, however, that too much is paid in prestige for whatever extra dollar volume it brings.

Maybe you think these boys are smart because they are big operators and perhaps they are. It certainly isn't reflected in their advertising.

Look at the items set in 24 point type at the top of most of their ads: "Lanolin tube 15c, Nujol pints 49c, Syrup of Cocillana." What are they good for? Why wouldn't it be smarter to drop to 18 or 14 point type and spend a couple of lines telling their public what it will do for them, why they need it or should want it.

That applies to one of the largest volume items in our stores—vitamins. In spite of the dollar volume of vitamins sold not more than 2 or 3 people out of 10 take them regularly. The other seven or eight still need vitamins, and the store which educates them in its advertising tends to establish itself as a good place to buy them.

Now, in the immortal words of Lady Godiva, as she rode shyly through the streets of ancient Coventry, I draw near my close.

May I leave this thought with you? I believe as do the people of Britain that there'll always be an England. I believe too that there'll always be people who love quality.

We can't reverse our merchandising trend in a day. Above all else, we must hold what we now have. But let's try occasionally . . . "Not how cheap but how good." Experiment, and you may find that one of your most prolific sources of increased volume lies in "Trading up."

WINSTON-SALEM APOTHECARY CLUB

(Continued from Page 296)

different thing. Together it adds up that her home is lovely.

Have we stopped our busy routine to reflect how differently we live from our neighbor? The druggist's hours are so irregular that our days are not even one like the other. This October meeting made me realize that we are individuals (as a group). They had planned and executed, mind you—a fishing trip in the fall. Besides the season being odd, the catch varied from milk of magnesia to syrup of figs. Need I add that Mr. and Mrs. Watson attended the convention at White Sulphur Springs?

The November meeting was held at Mrs. Sam Welfare's home with Mrs. H. K. Barrow's group as hostess. Twenty-six were present at this meeting. The entertainment was in the form of a radio quiz. Miss Margaret Welfare delightfully entertained us by singing several selections.

As a whole we are quite happy over the year's work and play.

The CAROLINA JOURNAL OF PHARMACY

Index to Volume XXII

January through December, 1941

INDEX TO VOLUME XXII

January through December, 1941

Alden, John, 280
American Druggists' Fire Insurance Co., 40
American Pharmaceutical Association
 Delegates, 143
 Officers-Elect for 1941-42, 9
Andrews, Charles M.—Sept. Cover
 Report of Assistant Secretary-Treasurer, 212
Angel Museum, The, 129
Army Requirements for Commissions, 163
Association Adopts Nine Recommendations, 106
Average Credit Ratings, 35

BB Shot, 107
B. C. Holds Annual Banquet, 16
Background for Effective Interprofessional Relations, 172, 203
Beal Prize, 194
Beard, J. G., 78
 Entertains with Barbecue, 263
 Letter to Banquet Group, 4
 Report of Historian, 202
Bennett, Kelly, 90
Bill Collecting Bad in Franklin City, 35
Births, 12, 30, 47
Bissette, Paul B.
 Drug Stores Double Gross Sales, 13
 Elected President of Wilson Chamber of Commerce, 6
 Pharmacy: Today and Tomorrow, 105
Black, O. R., 169
Bladen Drug Store, 59
Blanvelt, W. H., 142
Board of Pharmacy
 Election of Member, 215
 Members, 230
 Minimum Requirements for Prescription Department, 43
 Notice of Pharmacy Examinations, 46, 60, 68, 91, 230, 284
 Report of Secretary-Treasurer, 231
Bowers, Gamble M., 171
Bowman, F. O., 78
 Excise Taxes, 110
 Fair Trade, 11, 13, 27, 52, 111, 133
 General Assembly, 1941, 26, 53
 Heads Organization to Buy Ambulance Ship for Britain, 125
 Legal Sections, 11, 26, 110, 151, 176, 273
 Reports, 204
 Warning—Sale of Drugs, 123
Brain Buster, 262
Brecht, E. A., 266
Brennan, T. A.
 Elected Vice-President of Norwich Pharmacal Co., 9
Burlage, H. M.
 Elixir of Thiamine Hydrochloride and Its Stability in Combinations, 130, 203
 Notes and Queries, 268, 293
 Visit to the Lilly Laboratories, The, 109

Cable, M. L., 165
 We're Not Too Busy, 165
Cain, C. Macbeth, 169
Can You Profitably Sell Bottled Drinks at the Soda Fountain, 59
Cancer Cure, 164
CAROLINA JOURNAL OF PHARMACY, 60, 199
Cartoons
 "I. P. Scribe, M.D.", 106, 133, 154, 178, 272
Cecil, A. Coke, 59
 Donates Display Case, 104
 Fishing Trip, 126
 Report of Visitation Committee, 208
Certified Quality Drug Stores, 160
Changes in Sales Tax Law, 145
"Chiseling Consumers", 18
Christensen, H. C.
 We Lost Three Students, 167
Civil, Mrs. J. K., 80
Class of '41, The, 127
Classified Ads, 135, 154, 178
Cobb, J. Louis, 169
 "I. P. Scribe, M.D.", 92, 106, 133, 154, 178, 272
Committees, 73, 81, 84, 184, 193-195, 203, 209, 212, 215
Constitution and By-Laws, 215
Contributors to the Sixty-Second Meeting of the N. C. P. A., 114, 127
Convention Program Available, 109
Conventions
 Committees, 84
 Durham, 35, March Cover, 56, 71, 85, 86
 N. A. R. D., 202, 271
 N. W. D. A., 263
 Program, 74
Convictions, 14, 232-234
Council, C. T., 88
County Legislative Chairman, 185
Creech, J. A.
 Possibilities for Success as a Retail Pharmacist in N. C., 38
Creomulsion Letter to Davis Pharmacy, 9
Crumption, J. L., 196
Customer Relations as Applied to the Retail Drug Store, 146, 194

Darden, R. J., Wins Merchandise, 90
Dargavel, J. W., 194
Davis Pharmacy, Letter to, 9
Dean's Honor List, 128
Deaths, 13, 30, 47, 69, 118, 139, 160, 180, 198, 280, 300
Distributive Educational Program, 1, 15, 37, 92, 168
Do You Remember?, 97
Dr. X. Calling, 203
Drug Clubs
 Asheville, 170
 Durham, 79, 92, 266
 Greensboro, 6, 35
 Winston-Salem, 40, 133
Drug Sales Up for 1939, 44
Drug Stores, 250
Drug Store Management, 279
Duke University, 87
Duke University Gardens, 89
Durham, Carl, 16, April Cover
 Address at N. C. P. A. Convention, 186

Editorial Board, 125
Editorials
 Distributive Educational Programs, 15
 More Pharmacists, 149
 1941 Revenue Bill, 261

Pharmacy Investment, A, 33
Restricted Drugs, 141
Retail Drug Institute, 1
Warning—Sale of Drugs, 123
Elixir of Thiamine Hydrochloride and Its Stability in Combinations, 130, 203
Employment Bureau, 199
Engagements, 280
Enough of Hell, 39
Excise Taxes, 110
Executive Committee, 4, 35, 195, 196

Faculty of School of Pharmacy Off to Detroit, 175
Fair Trade, 11, 52, 111, 133
Contributions to, 13
Fair Trade Booklet, 67
Fulmer Seeks Repeal of Tydings-Miller Fair Trade Enabling Act, 67
Federal Pharmacy, 31
Fluorescent Lighting, 201
Fordham, C. C., Jr., 96
Pharmacy, the Science of Selecting, Compounding and Dispensing of Drugs, 59
Fordham, Mrs. C. C., Jr.
Elected President Woman's Auxiliary, 106, 270
Free Offer, A, 7
"Friendly City" Welcomes You, 72
Fulmer, Rep. H. P., 67

Gamble, Frank, 17
General Assembly, 1941, 26, 41, 53
Goats Milk, 160
Golf Tournament, 118
Goode, J. A.
Surveys Retail Drug Trade, 18
Goodrich, J. F., 90
Merchandising or Pharmacy or Both, 155, 202
Graduates, 1941, 81
Greenfield Village, Pharmacy in, 143
Griffin, Octavus, 133
Guion Brothers: Clyde, Clayton and Howell, 166

Hancock, F. W., August Cover
Report of Secretary-Treasurer, 231
Hayes, P. A., 263
Hicks, T. E.
Merchandising—the Manufacturer and the Retailer, 210
Hitchcock, H. L.
Seven Proven Ways to Increase Your Candy Business, 57
Hollingsworth, Joe, May Cover
Hollingsworth and Guests Picnic at Fancy Gap, 126
Invites You to Durham Convention, 71
President's Address, 187
Honor Roll, 22, 39
Hood, Tom
Elected District Governor, 127
How to Live on $15 a Week, 177
Howell, Dean E. V., Jan. Cover
Hunter, Boyce, 30

"I. P. Scribe, M.D.", 92, 106, 133, 154, 178, 272
In Memoriam, 236
Information on Selective Service for Employers, 119
Inge, Rease
Customer Relations as Applied to the Retail Drug Store, 146, 194
Inquiring Reporter, 169
Insurance, 196
Isms, 14

Jernigan, R. F., Jr., 67
Jones, Dr. Herman D., 164

Kelly, Dr. E. F., 66
Kiser, R. A.
Possibilities for Success as a Retail Pharmacist in N. C., 38
Knudstrup, Aksel
Fluorescent Lighting, 201
Kunkle, A. B.
Can You Profitably Sell Bottled Drinks at the Soda Fountain, 59

Label, Correct, 159
Labeling Under the Food, Drug and Cosmetic Act, 201
Lamm, Lewis M., 157
Lance, Story of, 61
Last Minute News Flashes, 52
Legal Sections, 11, 26, 41, 110, 151, 176, 273
Legislative Committee, 3, 35, 209
Legislative Program for 1941, 35
Lenoir Drug Stores, 69
Lilly, Eli and Co., 7
New Vitamin Products, 17
Trip to, 44
Lum and Abner, 128
Return to Air for Miles Laboratories, 129

Marriages, 12, 30, 47, 69, 118, 140, 160, 179
Martin, B. M., 17
Mathematical Wizards, 3
McAllister, H. C., 8
Editorial, 149
Minimum Requirements for Prescription Department, 43
Reference Books, 8
McDuffie, R. A., 73
Addresses Student Branch, 269
Report of Resolutions Committee, 214
McFalls, S. W.
Our Modern Methods of Contraception, 20, 49, 98
McGowan, David
Report of Student Branch of N. C. P. A., 208
McPherson, A. G.
How to Merchandise Surgical Dressings, 210
Members
Associate, 225, 91
Board of Pharmacy, 230
Deceased, 198
Dropped, 198
Honorary, 226
New, 91, 198
Regular, 91, 220
Resignations, 198
Student Branch, 198, 225
T. M. A., 226
Woman's Auxiliary, 229
Membership Certificates, 2
Merchandising Clinics, 16, 36, 58, 199, 261, 264, 265
Merchandising Course in Ice Cream, 17
Merchandising or Pharmacy or Both, 155, 202
Merchandising—The Manufacturer and the Retailer, 210
Miles' Laboratories Radio Program, 18
Miles, M. C., 169
Minimum Requirement for Prescription Department, 43
Moonlight Harvest Barbecue, 263
Moore, A. Roy, 17
Moose, W. Lee, 15, Feb. Cover, 40, 92, 37, 168, 269
Addresses Medical Society, 104
Labeling Under Food, Drug and Cosmetic Act, 201
Report of Committee on Practical Pharmacy and Dispensing, 203

Morgan, Mrs. W. B., 80
Moury, N. B., 112
 Elected President T. M. A., 112
"Must" for Every Pharmacist's Library, A, 279

Narcotic Robberies, 169, 177
Narcotics, 17
N. A. R. D.
 Convention, 168, 271
 Develops Prescription Card Service, 65
 Fair Trade Booklet, 67
National First Aid Week, 99
National Pharmacy Week, 44, 171, 266
New Departments, 262
New Drug Stores to Open, 129
New Requirements for Commissions in Army, 163
News Notes, 12, 29, 46, 52, 66, 94, 113, 136, 157, 179, 277, 299
Noble, Alice
 Honored by Executive Committee, 4
 Letter from, 5
Note of Thanks, 106
Notes and Queries, 268, 293

Oakley, C. H., 34
Officers
 Installation of, 215
 N. C. P. A., 73, 184
 T. M. A., 82, 112, 150, 226
 Woman's Auxiliary, 80, 229
Officers-Elect, 142
Oleovitamin A and D, 67
Our Modern Methods of Contraception, 20, 49, 98

Parke Davis Co., 24, 44
Parking Meters?, 175
Peabody Donates Prizes, 266
People's Drug Store, 19
Pharmaceutical Concern to Be Established in Greensboro, 164
Pharmacists
 Assistant, 231, 248
 Reciprocal, 245
 Registered, 137, 231, 237
 Re-Registered, 234
 Women, 235
Pharmacy in Greenfield Village, 143
Pharmacy Investment, A, 33
Pharmacy School Registration Increases, 267
Pharmacy Test, 61
Pharmacy: Today and Tomorrow, 105
Photographs
 Andrews, C. M., Sept. Cover
 Asheville Drug Club, 170
 Beard, J. G., 78
 Bissette, Paul, 105
 Blauvelt, W. H., 142
 Bowman, F. O., 78
 Brecht, E. A., 266
 Cable, M. L., 165
 Cecil's Fishing Party, 126
 Council, C. T., 88
 Duke University, 87
 Duke University Gardens, 89
 Durham, Carl, April Cover
 Fordham, Mrs. C. C., Jr., 270
 Fordham, C. C., Jr., 96
 Goodrich, J. F., 90
 Gnion Brothers, 166
 Hancock, F. W., August Cover
 Hayes, P. A., 263
 Hitchcock, H. L., 57
 Hollingsworth, Joe, May Cover
 Howell, Dean E. V., Jan. Cover
 Lum and Abner, 128
 McAllister, H. C., 8
 McDuffie, R. A.
 Moose, W. Lee, Feb. Cover, 92
 Moury, N. B., 112
 Noble, Miss Alice—Dinner for, 5
 Oakley, C. H., 34
 People's Drug Store, 19
 Reamer, I. T., 3, 73, Oct. Cover
 Rimmer's Drug Store, 134
 Rogers, Ralph, 58, 78, June Cover
 Smith, C. H., 82
 Spease, Edward, 78
 Students at E. Lilly & Co., 108
 Suttlemyre, P. J., Nov. Cover
 Thomas, P. L., 34
 Yager Liniment Trophy, 83
 Zoeller, Dr. E. V., July Cover
Physician's Permits, 235, 249
Pinner Elected President Asheville Drug Club, 171
Plans for N. A. R. D. Convention Are Maturing, 168
Poetry
 Enough of Hell, 39
 What Difference It Would Make, 63
Pollard, A. D.
 Sweeten Your Profits by Merchandising the Candy Department, 28
Possibilities for Success as a Retail Pharmacist in N. C.
President's Address, 187
Price Cutting and Gross Profit, 161
Prizes Awarded at Convention, 194
Proceedings, 186
Professional Relations of the N. A. R. D., 207
Professor I. Q. & S., 203
Program
 Durham Convention, 74
 Merchandising Clinics, 286
Putnam Dyes Deserve Your Support, 149

Quality vs. Price, 290
Quinlan, W. J.
 Streamlined Merchandising by Manufacturer, Wholesaler and Retailer, 211

Reamer, I. T., 3, 73, Oct. Cover
 Elected Local Secretary, 3
 "Friendly City" Welcomes You, 72
Red Garter Cigars, 14
Reese, Dean J. Allen, 33
Reference Books—An Essential Part of Drug Store Equipment, 8
Reliefers, 272
Reports
 Assistant Secretary-Treasurer, 212
 Attorney, 205
 CAROLINA JOURNAL OF PHARMACY, 60
 Committee on Practical Pharmacy and Dispensing, 203
 Committee on President's Address, 193
 Committee on Resolutions, 212
 Committee on Time and Place, 212
 Executive Committee, 195, 196
 Fair Trade, 205
 Historian, 202
 Legislative Committee, 209
 Membership Committee, 194
 N. C. Board of Pharmacy, 231
 Nominating Committee, 215
 Secretary-Treasurer, 197, 200
 Student Branch, 208
 Visitation Committee, 208
Resolutions
 Concerning Members of Executive Committee, 213
 Favoring Allocation of Funds to N. C. Dept. of Agriculture for Food, Drug Inspection, 213
 Favoring Enactment of H. R. 3383, 214

Favoring Increase in Registration Fees of Visitors to Annual Meeting, 214
In Appreciation of Dean Hudson and His Band, 214
On Convoying War Materials to England, 212
Opposing Repeal of Tydings-Miller Enabling Act, 213
To Express Thanks to Convention Hosts, 214
Retail Drug Institute, 1, 15, 37, 168, 269
Retailing by Pharmacists, 67
Rho Chi
Holds Annual Banquet, 61
Dr. Kelly Speaks to, 66
Rimmer's Drug Store of Sanford, 134
Rogers, Ralph, 58, 78, June Cover
Roots Boost Western N. C. Trade, 13
Rose, I. W.
Report of Executive Committee, 195

Sales Tax Changes, 144
Sales Tax Exemptions, 163
Scott Drug Co., 42, 127
Sees After Seventeen Years, 133
Selective Service System, 119
Send For This Business Yardstick, 175
Seven Proven Ways to Increase Your Candy Business, 57
Shelby Pharmacist Uses Goat Cart, 262
Signatures of Durham Druggists, 79
Sixty-Second Annual Convention, 101
Smith, C. H., 82
Talk at Durham Convention, 203
Smith, F. L., 133
Smith, Frank T., 281
Smith, W. J.
Editorials, 1, 15, 141, 261, 283, 284
Note of Thanks, 106
Report of CAROLINA JOURNAL OF PHARMACY, 60
Report of Executive Committee, 195
Report of Secretary-Treasurer, 197
Smith, Mrs. W. J
Woman's Auxiliary Page, 270
Snowden, J. W.
Background for Effective Interprofessional Relations, 172, 203
Spease, Edward, 77, 78
Professional Relations of the N. A. R. D., 207
Stamp Sales Should Show a Profit, 99
Stay of Merchandise in a Store, 62
Step in Right Direction, A, 69
Stephenson, E. V.
Report of Membership Committee, 194
Streamlined Merchandising by Manufacturer, Wholesaler and Retailer, 211
Suttlemyre, P. J., Nov. Cover
Goats Milk, 160
Suttlemyre, P. J., Jr., 2, 88
Sweeten Your Profits by Merchandising the Candy Department, 28

Tax Laws
Changes in Sales Tax Law, 144
Excise Taxes, 110
List of Taxable Items, 273
Revenue Bill for 1941, 261
Sales Tax Exemptions, 163
Thomas, P. L., 34
Three-Quarters of a Century for Parke Davis and Company, 24
Traveling Men's Auxiliary, 2, 10, 23, 51, 64, 82, 112, 150, 298
Board of Directors, 150
Board of Governors, 82, 226
Officers, 82, 112, 150, 226
Trumbull, Howard
Who Dictates the Size of Your Profits, 210

Ungnentine, Story of, 18
University of N. C.
Class of '41, 127
Dean's Honor List, 128
Faculty Off to Detroit, 175
Pharmacy Senate, 42, 68, 90, 107, 269
Registration, 267
Rho Chi, 61, 66
Student Branch, 107, 198, 208, 225, 269
Trip to Eli Lilly and Company, 44, 108

Vaseline, 142
Visit to the Lilly Laboratories, 109

Warning—Sale of Drugs, 123
We Lost Three Students, 167
Webb, Paul, Sr., 262
We're Not Too Busy, 165
What A Difference It Would Make, 63
Who Dictates the Size of Your Profits?, 210
Wolfe, W. S., 59
Woman's Auxiliary, 80, 106, 229, 270, 295
Asheville, 31, 48, 63, 118, 271
Charlotte, 7, 25, 45, 63, 93, 129, 270
Fordham, Mrs. C. C., Jr., Elected President, 106, 270
Greensboro, 271

Yager Liniment Trophy, 83

Zoeller, Dr. E. V., July Cover
Reelected to Board of Pharmacy, 215